**WTO Negotiation Workshop for Philippines Trade Officials**

**Day 1**

**08:30 – 09:30** **Official opening ceremony and registration**

* Opening remarks by Philippines representative
* Opening remarks by WTO representative
* Introduction to the training
* Group photo

**09:30 – 11:00 Introduction to the WTO (including MC13 outcomes and state of play)**

**11:00-11:15**  *Coffee break*

**11:15 – 12:30** **Basic Principles and exceptions of the WTO**

**12:30 – 13:30** *Lunch break*

**13:30 – 15:00** **Trade in Goods: Key concepts, definitions and schedules**

**15:00 – 15:15** *Coffee break*

**15:15 – 16:30** **Overview of WTO Trade Negotiations**

**Day 2**

**09:00 – 10:30 Introduction to Negotiation Theory**

**10:30 – 10:45** *Coffee break*

**10:45 – 12:30 Introduction to Negotiation Theory (Cont'd)**

**12:30 – 13:30** *Lunch break*

**13:30 – 15:00 Exercises 1 & 2: Introduction to the basic concepts of negotiation theory**

**15:00 – 15:15** *Coffee break*

**15:15 – 17:00 Exercise 3: Negotiation theory and debriefing**

**Day 3**

**09:00 – 09:30 Recap**

**09:30 – 10:30** **Exercise 4: Negotiating Techniques**

**10:30 – 10:45** *Coffee break*

**10:45 – 12:30 Exercise 4: Negotiating Techniques and debriefing (Cont'd)**

**12:30 – 13:30** *Lunch break*

**13:30 – 15:00** **Exercise 5: Negotiating Techniques**

**15:00 – 15:15** *Coffee break*

**15:15 – 16:15 Exercise 5: Negotiating Techniques** **(Cont'd)**

**Day 4**

**09:00 – 09:15 Recap**

**09:15 – 11:00 Introduction: Negotiation Technique - Simulation Exercise**

**11:00 – 11:15** *Coffee break*

**10:45 – 12:30** **Negotiation Technique - Simulation Exercise (Cont'd)**

**12:30 – 13:30** *Lunch break*

**13:30 – 15:00 Negotiation Technique - Simulation Exercise (Cont'd)**

**15:00 – 15:15** *Coffee break*

**15:15 – 17:00 Negotiation Technique - Simulation Exercise (Cont'd)**

**Day 5**

**09:00 – 10:30 Negotiation Technique - Simulation Exercise (Cont'd)**

**10:30 – 10:45** *Coffee break*

**10:45 – 12:30 Results, wrap-up, evaluation and closing**