**WTO National Workshop on Trade Negotiation Skills**

**29 April to 2 May 2024**

**Doha, Qatar**

Trainers: Samer Seif El Yazal and Roberto Fiorentino

General Objective: To familiarise participants with the theory and concepts of trade negotiation theory and to practice through exercises and simulation the main negotiation skills and techniques

**Introduction**

The workshop consists of a succession of theoretical and practical sessions during which the participants will be able to familiarize themselves with elements and general concepts of negotiation theory. They will also be able to familiarize themselves with the linkages between negotiation theory and multilateral trade negotiations in the WTO context through interactive sessions and exercises.

**draft Programme**

**Monday 29 April 2024**

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| **Session** | **Outline** |
| 8:30 - 8:45 | Registration |
| 8:45– 9:00 | Opening Remarks |
| 9:00 – 10:30 | Overview of the WTO: institutional structure, functions and principles |
| *10:30 - 10:45* | *Tea/Coffee break* |
| 10:45 – 12:15 | Trade in Goods: Key concepts, definitions and schedules |
| *12:15 – 13:00* | *Tea/Coffee break* |
| 13:00 - 14:00 | Overview of WTO Trade Negotiations |
| 14:00 – 14:45 | Introduction to Negotiation Theory |
| 14:45 – 15:00 | Q&A and Wrap up |

**Tuesday 30 April 2024**

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| **Session** | **Outline** |
| 8:30 - 8:45 | Recap |
| 8:45 – 10:30 | Introduction to Negotiation Theory (Cont'd) |
| *10:30 - 10:45* | *Tea/Coffee break* |
| 10:45 – 12:15 | Exercises 1 & 2: Introduction to the basic concepts of negotiation theory |
| *12:15 – 13:00* | *Tea/Coffee break* |
| 13:00 - 13:15 | Exercise debriefing |
| 13:15 – 15:00 | Exercise 3: Negotiation theory and debriefing |

**Wednesday 1 May 2024**

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| **Session** | **Outline** |
| 08:30 - 10:30 | Exercise 4: Negotiating Techniques and debriefing |
| *10:30 - 10:45* | *Tea/Coffee break* |
| 10:45 - 12:15 | Exercise 5: Negotiating Techniques |
| *12:15 - 13:00* | *Tea/Coffee break* |
| 13:00 - 15:00 | Introduction: Negotiation Technique - Simulation Exercise |

**Thursday 2 May 2024**

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| **Session** | **Outline** |
| 08:30 - 10:30 | Negotiation Technique - Simulation Exercise |
| *10:30 - 10:45* | *Tea/Coffee break* |
| 10:45 - 12:15 | Negotiation Technique - Simulation Exercise (cont) |
| *12:15 - 13:00* | *Tea/Coffee break* |
| 13:00 - 14:45 | Negotiation Technique - Simulation Exercise (cont) |
| 14:45 - 15:00 | Q&A and Evaluation of the Workshop |

**Teaching methodology:**

Pure lectures 🗹

Exercises 🗹

Interactive Discussion 🗹

Quizzes

Computer hands-on