**WTO National Workshop on Trade Negotiation Skills**

**17-19 December 2019, Riyadh, Saudi Arabia**

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.

**MODULE Programme**

**Tuesday 17 December 2019**

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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 | Introduction to Negotiation Theory |
| *12:15 – 13:00* | *Tea/Coffee break* |
| 13:00 - 14:00 | Exercises: basic concepts of negotiation theory |
| 14:00 – 14:45 | Exercise debriefing |
| 14:45 – 15:00 | Q&A and Wrap up |

**Wednesday 18 December 2019**

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| **Session** | **Outline** |
| 09:00 - 10:30 | Exercise: Negotiation Theory (cont.) |
| *10:30 - 10:45* | *Tea/Coffee break* |
| 10:45 - 11:15 | Exercise debriefing |
| 11:15 – 12:15 | Exercise: Negotiating Techniques |
| *12:15 - 13:00* | *Tea/Coffee break* |
| 13:00 - 14:45 | Exercise: Negotiating Techniques (cont.) |
| 14:45 - 15:00 | Q&A and Wrap up |

**Thursday 19 December 2019**

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| **Session** | **Outline** |
| 09:00 - 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