WTO National Workshop on Trade Negotiation Skills

The Seychelles

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

# Overview

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 27 November 2023**

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| Session | Outline |
| 8:30 - 9:00 | Registration |
| 9:00 – 9:15 | Opening Remarks |
| 9:15 – 10:30 | Overview of the WTO: institutional structure, functions and principles |
| *10:30 - 10:45* | *Health break* |
| 10:45 – 12:30 | Trade in Goods: Key concepts, definitions and schedules |
| *12:30 – 14:00* | *Lunch break* |
| 14:00 - 15:00 | Overview of WTO Trade Negotiations |
| *15:00 - 15:15* | *Health Break* |
| 15:15 – 16:00 | Introduction to Negotiation Theory |
| 16:00 – 16:30 | Q&A |

**Tuesday 28 November 2023**

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| Session | Outline |
| 9:00 - 9:45 | Introduction to Negotiation Theory (Cont'd) |
| 9:45 – 10:30 | Q&A and Wrap up |
| *10:30 - 10:45* | *Health Break* |
| 10:45 – 12:30 | Exercises 1 & 2: Introduction to the basic concepts of negotiation theory |
| *12:30 – 14:00* | *Lunch break* |
| 14:00 - 15:00 | Exercise debriefing |
| *15:00 – 15:15* | *Health Break* |
| 15:15 – 16:30 | Exercise 3: Negotiation theory and debriefing |

**Wednesday 29 November 2023**

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| Session | Outline |
| 09:00 - 10:30 | Exercise 4: Negotiating Techniques and debriefing |
| *10:30 - 10:45* | *Health break* |
| 10:45 - 12:30 | Exercise 5: Negotiating Techniques |
| *12:30 - 14:00* | *Lunch break* |
| 14:00 - 15:00 | Introduction: Negotiation Techniques - Simulation Exercise |
| *15:00 – 15:15* | *Health Break* |
| 15:15 – 16:30 | Negotiation Techniques - Simulation Exercise |

**Thursday 30 November 2023**

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| Session | Outline |
| 09:00 - 10:30 | Negotiation Technique - Simulation Exercise (cont) |
| *10:30 - 10:45* | *Health Break* |
| 10:45 - 12:15 | Negotiation Techniques - Simulation Exercise (cont) |
| *12:30 - 14:00* | *Lunch Break* |
| 14:00 - 15:30  15:00 – 16:00 | De-briefing  Q&A |

**Friday, 1 December 2023**

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| Session | Outline |
| 09:00 - 10:30 | MC 12 Outcomes |
| *10:30 – 11:00* | *Health Break* |
| 11:00 - 12:30 | Run-up to MC 13 – issues under consideration |
| 12:30 – 13:00 | Wrap-up and Evaluation |

**Teaching methodology:**

Lectures 🗹

Exercises 🗹

Interactive Discussion 🗹