



TRAINING COURSE ON MARKET ACCESS NEGOTIATIONS ON GOODS FOR WTO ACCESSION

7-11 OCTOBER 2024

PROGRAMME (AS OF 29 JULY 2024)

DAY 1: MONDAY, 7 OCTOBER 2024 (ROOM T1)		
MAIN ELEMENTS OF THE ACCESSION PROCESS WITH REGARDS TO TRADE IN GOODS		
08:30 – 09:00	Registration of Participants	
09:00 – 09:15	Opening Remarks	Ms. Maika Oshikawa, Director, Accessions Division (AD)
09:15 – 09:30	Introductions, Expectations of the Course and Structure	WTO Secretariat (AD and ITTC)
09:30 – 09:45	"Knowledge Gap" Exercise	
09:45 – 10:45	SESSION 1 Introduction and overview of WTO Accession	Ms. Amanda Miashiro (AD)
10:45 – 11:00	Coffee Break (Offered by ITTC)	
11:00 – 12:15	SESSION 2 Trends in Merchandise Trade <ul style="list-style-type: none">• Trends and developments in world goods trade• Trade Profiles• Tariff Profiles	Mr. Janvier Usanase (ERSD)
12:15 – 14:00	Group Photo & Lunch Break	
14:00 – 15:30	SESSION 3 Legal Framework – Review of Goods Schedule architecture and key obligations <ul style="list-style-type: none">• Structure and scope of coverage	Mr Roy Santana (MAD) (TBC)
15:30 – 15:45	Coffee Break	
15:45 – 17:30	SESSION 3 (cont'd) Legal Framework – Review of Goods Schedule architecture and key obligations <ul style="list-style-type: none">• Exercises	Mr Roy Santana (MAD) (TBC)



DAY 2: TUESDAY, 8 OCTOBER 2024 (ROOM T1) KEY CONCEPTS AND STRATEGIES OF MARKET ACCESS NEGOTIATIONS ON GOODS		
09:00 – 09:30	Review of Day 1	AD Mr. Janvier Usanase (ERSD)
09:30 – 10:30	SESSION 4 Market Access Negotiations on Goods: From the Initial Offer to the Consolidated Schedule	Mr. Eric Ng Shing (ERSD) Comments: Mr. Janvier Usanase (ERSD)
10:30 – 10:45	<i>Coffee Break</i>	
10:45 – 12:30	SESSION 4 (cont'd) Market Access Negotiations on Goods: From the Initial Offer to the Consolidated Schedule	Mr. Eric Ng Shing (ERSD) Comments: Mr. Janvier Usanase (ERSD)
12:30 – 14:00	<i>Lunch Break/Technical Meetings</i>	
14:00 – 15:30	SESSION 5 Round Table: Experiences in the Goods Negotiations Panellists: <ul style="list-style-type: none"> Ambassador Zhanar Aitzhan, former Chief Negotiator for Kazakhstan's Accession to the WTO (<i>TBC online</i>) Mr Adel Al-Ghaberi, former Deputy Head of the Coordination Office with WTO and Member of the Negotiations Team for WTO Accession of Yemen (<i>online</i>) Representative of Timor-Leste (TBC) 	Moderator: Ms. Maika Oshikawa, Director, Accessions Division (AD)
15:30 - 15:45	<i>Coffee Break</i>	
15:45 - 16:45	SESSION 6 Commitments and Concessions on goods of Article XII Members: the <i>acquis</i>	Ms. Amanda Miashiro (AD)
16:45 – 18:00	Technical meetings between participants from Acceding Governments and Trade Policy Statistics Section (ERSD) and the Accessions Division (AD)	ERSD and AD



DAY 3: WEDNESDAY, 9 OCTOBER 2024 (ROOM T1)		
KEY CONCEPTS AND STRATEGIES OF MARKET ACCESS NEGOTIATIONS ON GOODS		
09:00 – 09:30	Review of Day 2	AD Mr. Janvier Usanase (ERSD)
09:30 – 11:00	SESSION 7 WTO Accessions and ITA	Mr. Xiaodong Wang (MAD)
11:00 – 11:15	Coffee Break	
11:15 – 12:30	SESSION 8 Lessons Learned from the Accessions - Process and Substances	Ms. Maika Oshikawa, Director, Accessions Division (AD)
12:30 – 14:00	Lunch Break/Technical Meetings	
14:00 – 15:30	SESSION 9 Round Table Discussion with the Friends of Accessions: Negotiating Perspectives Panellists: <ul style="list-style-type: none">• Representative of the United States (TBC)• Ms Marie-Pierre Nicora, Trade Policy Officer, Permanent Mission of European Union to the WTO• Mr Kenya Uehara, Counsellor, Permanent Mission of Japan to the UN and other IOs in Geneva (TBC)• Representative of Switzerland (TBC)	Moderator: Ms. Maika Oshikawa, Director, Accessions Division (AD)
15:30 – 15:45	Coffee Break	
15:45 – 17:30	Technical meetings between participants from Accessing Governments and Trade Policy Statistics Section (ERSD) and the Accessions Division	ERSD and AD



DAY 4: THURSDAY, 10 OCTOBER 2024 (ROOM T1) SIMULATION ON MARKET ACCESS NEGOTIATIONS ON GOODS		
09:00 – 09:30	Review of Day 3	AD
09:30 – 11:00	SESSION 10 Market Access Negotiations on goods: Simulation exercise: <ul style="list-style-type: none"> • Briefing on Procedure and Expectations, • Constitution of groups of negotiators Introduction to the simulation exercise	Mr. Eric Ng Shing (ERSD) Mr. Janvier Usanase (ERSD) AD
11:00 – 11:15	Coffee Break	
11:15 – 12:30	SESSION 11 Simulation: Offers and Requests	Mr. Eric Ng Shing (ERSD) Mr. Janvier Usanase (ERSD) AD
12:30 – 14:00	Lunch Break/Technical Meetings	
14:00 – 15:30	SESSION 12 Simulation: Bilateral Meetings	Mr. Eric Ng Shing (ERSD) Mr. Janvier Usanase (ERSD) AD
15:30 – 15:45	Coffee Break	
15:45 – 16:30	SESSION 12 (cont'd) Simulation: Bilateral Meetings	Mr. Eric Ng Shing (ERSD) Mr. Janvier Usanase (ERSD) AD
16:30 – 17:15	SESSION 13 Simulation: Finalization of Bilaterals	Mr. Eric Ng Shing (ERSD) Mr. Janvier Usanase (ERSD) AD
17:15 – 18:00	Technical meetings between participants from Acceding Governments and Trade Policy Statistics Section (ERSD) and the Accessions Division	ERSD and AD



DAY 5: FRIDAY, 11 OCTOBER 2024 (ROOMS T1 AND B) SIMULATION ON MARKET ACCESS NEGOTIATIONS ON GOODS (cont'd) AND NEXT STEPS		
09:00 – 09:30 (Room T1)	Review of Day 4	Mr. Eric Ng Shing (ERSD) Mr. Janvier Usanase (ERSD) AD
9:30 – 11:00 (Room T1)	SESSION 14 Simulation: Consolidation and Verification	Mr. Eric Ng Shing (ERSD) Mr. Janvier Usanase (ERSD) AD
11:00 – 11:15	<i>Coffee Break</i>	
11:15 – 12:30 (Room T1)	SESSION 15 Simulation: Review of Group Work and the Negotiation Process "Signing Ceremony"	Mr. Eric Ng Shing (ERSD) Mr. Janvier Usanase (ERSD) Accessions Division
12:30 – 14:00	<i>Lunch Break/Technical Meetings</i>	
14:00 – 15:00 (Room B)	Group Evaluation Post-"Knowledge Gap" Exercise	Mr. Eric Ng Shing (ERSD) Mr. Janvier Usanase (ERSD) Ms. Amanda Miashiro (AD) TBC (ITTC)
15:00 – 15:30 (Room B)	Certificates Closing	Mr. Eric Ng Shing (ERSD) Mr. Janvier Usanase (ERSD) Ms. Amanda Miashiro (AD) TBC (ITTC)
15:30 – 16:30 (Room B)	Technical meetings between participants from Acceding Governments and Trade Policy Statistics Section (ERSD) and the Accessions Division	ERSD and AD