

**ADVANCED TRADE NEGOTIATIONS SIMULATION SKILLS COURSE**

**22-26 NOVEMBER 2019, BANGKOK (THAILAND)**

***PROGRAMME***

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| **Date** | **Time** | **Activity** | **Speakers/presenters** |
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| Thursday  21 November | 17:00-18:00 | ●Preparatory meeting with Local officials and facilitators | ● WTO; ● Local TNS Facilitators |
| Friday  22 November | 08:30-08:50 | ●Introductory and Opening remarks  ●Course objectives | ●Mr. ….. Ministry of Commerce  ●Mr. Piyaporn Aeimtitiwat, Acting Executive Director of ITD  ●Dickson Yeboah, Counsellor and Head, Intensive Trade Negotiations Skills Course |
| 08:50-09:20 | Participants introduction and expectations | ●Local TNS Facilitators; ●Participants |
| 09:20-10:30 | Approaches and strategies of trade negotiations [brief overview of the key principles and techniques of negotiations] | Dickson Yeboah |
| 10:30-10:45 | Coffee break | all participants |
| 10:45-12:30 | ●Trade rounds [From GATT to Today]  ●Trade in Services [From the Uruguay Round to Today, 21st century negotiations and scheduling of trade in services]  ●MSMEs, E-Commerce | Dickson Yeboah |
| 12:30-12:45 | Discussions and Q & A | Participants |
| 12:45-14:00 | Lunch break | all participants |
| 14:00-15:30 | ●Fisheries subsidies  ●Explanation of the main technical concepts (formulas, modalities) that would be subject to negotiations under each sector – refer to negotiating Handbook | Dickson Yeboah |
| 15:30-15:45 | Coffee break | all participants |
| 15:45-17:30 | ●Explanations continued | ●Dickson Yeboah ●Participants |
|  | after dinner | Group work/discussions, if required | ●Participants ●WTO ●Local TNS Facilitators |
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| Saturday  23 November | 08:30-10:30 | Preparation for Negotiations on Modalities: | ●Participants ●WTO  ●Local TNS Facilitators |
| ●Preparation of opening positions  ●Problem identification  ●Interest identification  ●Inter-departmental and Political consultations;  ●Formulation of negotiating positions and strategies |
| 10:30-10:45 | Coffee break | all participants |
| 10:45-12:45 | Preparation for Negotiations on Modalities —Cont. | ●Participants ●WTO ●Local TNS Facilitators |
| 12:45-14:00 | Lunch break | all participants |
| 14:00-15:30 | Preparations for Negotiations on Modalities — Cont. | ●Participants; ●WTO ●Local TNS Facilitators |
| 15:30-15:45 | Coffee break | all participants |
| 15:45-17:30 | Preparations for Negotiations on Modalities — terminate | ●Participants ●WTO ●Local TNS Facilitators |
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|  | after dinner | Group work/discussions, if required | ●Participants ●WTO ●Local TNS Facilitators |

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| **Date** | **Time** | **Activity** | **Speakers/presenters** |
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| Sunday  24 November | 08:30-10:30 | ● Multilateral negotiations on modalities begin: Agriculture (plenary session) | ●Participants ●WTO ●Local TNS Facilitators |
| 10:30-10-45 | Coffee break | all participants |
| 10:45-12:45 | ● Multilateral negotiations on modalities: NAMA (plenary session) | ●Participants ●WTO ●Local TNS Facilitators |
| 12:45-14:00 | Lunch break | all participants |
| 14:00-15:30 | ● Multilateral negotiations on modalities: NAMA, Services (plenary session) | ●Participants ●WTO ●Local TNS Facilitators |
| 15:30-15:45 | Coffee break | all participants |
| 15:45-17:30 | ● Multilateral negotiations on modalities – terminate. Presentation of Fisheries proposals (plenary session) | ●Participants ●WTO ●Local TNS Facilitators |
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|  | after dinner | Group work/discussions, if required | ●Participants ●WTO ●Local TNS Facilitators |
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| Monday  25 November | 08:30-10:30 | Bilateral Negotiation session in all areas  (bilateral negotiations begin, tabling of opening positions, proposals, counter-proposals, offers) | ●Participants ●WTO ●Local TNS Facilitators |
| 10:30-10:45 | Coffee break | all participants |
| 10:45-11:45 | ●Bilateral Negotiation session – cont.  (tabling of positions, counter-proposals, offers) | ●Participants ●WTO ●Local TNS Facilitators |
| 11:45-12:45 | ● Bilateral Negotiation session – cont.  (tabling of positions, counter-proposals, offers) | ●Participants ●WTO ●Local TNS Facilitators |
| 12:45-14:00 | Lunch break | all participants |
| 14:00-15:30 | Bilateral Negotiation session – cont.  (tabling of positions, counter-proposals, offers) | ●Participants ●WTO ●Local TNS Facilitators |
| 15:30-15:45 | Coffee break | all participants |
| 15:45-17:30 | Bilateral Negotiation session – cont.  (tabling of positions, counter-proposals, offers) | ●Participants ●WTO ●Local TNS Facilitators |
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|  | after dinner | Group work/discussions, if required | ●Participants ●WTO ●Local TNS Facilitators |
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| Tuesday  26 November | 08:30-10:30 | Multilateral negotiations on SSM  (plenary session) | ●Participants ●WTO ●Local TNS Facilitators |
| 10:30-10:45 | Coffee break | all participants |
| 10:45-12:45 | Evaluation of overall results  (plenary session) | ●Participants ●WTO ●Local  TNS Facilitators |
| 12:45-14:00 | Lunch | all participants |
| 14:00-15:00 | ● Debriefing of the exercise  (Plenary session)  ● Closing remarks | ●Participants  ●Dickson Yeboah  ●Local TNS Facilitator  ●ITD/Host country representative |

8 November 2019

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