WTO Workshop on Trade Negotiation Skills for OECS Members

Grenada

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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.

Programme

**Tuesday, 3 December 2024**

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| Session | Outline |
| 8:30 - 9:00 | Registration |
| 9:00 – 9:30 | Opening Remarks |
| 9:30 – 10:30 | Overview of the WTO: institutional structure, functions and principles |
| *10:30 - 10:45* | *Health break* |
| 10:45 – 12:30 | Overview of the WTO: institutional structure, functions and principles (cont'd) |
| *12:30 – 14:00* | *Lunch break* |
| 14:00 - 15:00 | Trade in Goods: Key concepts, definitions and schedules |
| *15:00 - 15:15* | *Health Break* |
| 15:15 – 16:30 | Overview of WTO Trade Negotiations |
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**Wednesday, 4 December 2024**

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| Session | Outline |
| 9:00 – 10:30 | Introduction to Negotiation Theory  |
| 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 |

**Thursday,5 December 2024**

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| Session | Outline |
| 09:00 - 10:30 | Exercise 3: Negotiation theory and debriefing (cont'd) |
| *10:30 - 10:45* | *Health break* |
| 10:45 - 12:30 | Exercise 4: Negotiating Techniques and debriefing |
| *12:30 - 14:00* | *Lunch break* |
| 14:00 - 15:00 | Exercise 5: Negotiating Techniques |
| *15:00 – 15:15* | *Health Break* |
| 15:15 – 16:30 | Introduction: Negotiation Techniques - Simulation Exercise |

**Friday, 6 December 2024**

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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 - 15:0015:00 – 15:3015:30 – 16:00 | De-briefing Wrap *up* and evaluationClosing ceremony |

**Teaching methodology:**

Lectures 🗹

Exercises 🗹

Interactive Discussion 🗹