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**National Seminar on WTO Trade Ngotiations and Agriculture**

**Port Vila, Vanuatu**

**7-11 April 2025**

**Draft Programme**

**MONDAY,** **7 April**

**09:00 – 09:15** **Official opening ceremony**

* Opening speech (Ministry of Trade)
* Statement by WTO

**09:15 – 11:00** **General overview of the WTO, institutional framework and functioning**

**Basic principles underpinning the WTO Agreements**

**Vanuatu's participation in the WTO**

**11:00 – 11:15** *Coffee break*

**11:15 – 12:30** **WTO Decision-making process**

**Participation of small-island states: Experience from MC12 and MC13**

**12:30 – 13:30** *Lunch break*

**13:30 – 14:30** **Overview of WTO Tariff Negotiations and Techniques (agricultural and industrial sectors)**

**14:30 – 14:45** *Coffee break*

**14:45 – 16:00** **Tariff Negotiations in the Regional Context: Case Study on PACER Plus**

**TUESDAY, 8 April**

**09:00 – 11:00 Theory and Practice of Trade negotiations (1/2)**

**Distributive negotiation; integrative negotiation, team negotiation and multiparty negotiation**

**11:00 – 11:15** *Coffee break*

**11:15 – 12:30** **Theory and Practice of Trade negotiations (2/2)**

**Best Alternative to a Negotiated Agreement (BATNA)**

**Zone of Possible Agreement (ZOPA)**

**Exercises 1 & 2: Introduction to the basic concepts of negotiation theory**

**12:30 – 13:30** *Lunch break*

**13:30 – 14:30** **Exercise 3: Negotiation theory and debriefing**

**14:30 – 14:45** *Coffee break*

**14:45 – 16:00 Exercise 4: Negotiation theory and debriefing**

**WEDNESDAY, 9 April**

**09:00 – 11:15** **Exercise 5: Negotiating Techniques**

**11:15 – 11:30** *Coffee break*

**11:30 – 12:30** **Exercise 5: Negotiating Techniques**

**12:30 – 13:30** *Lunch break*

**13:30 – 14:15**  **Negotiation Technique - Simulation Exercise**

**14:15 – 14:30** *Coffee break*

**14:30 – 16:00** **Negotiation Technique - Simulation Exercise (Cont'd)**

**THURSDAY, 10 April**

**09:00 – 11:15 Negotiation Technique - Simulation Exercise (Cont'd)**

**11:15 – 11:30** *Coffee break*

**11:30 – 12:30 Negotiation Technique - Simulation Exercise** **(Cont'd)**

**12:30 – 13:30** *Lunch break*

**13:30 – 14:15**  **Negotiation Technique - Simulation Exercise (Cont'd)**

**14:15 – 14:30** *Coffee break*

**14:30 – 16:00 Negotiation Technique - Simulation Exercise (Conclusion and takeaways)**

**FRIDAY, 11 April**

**09:00 – 10:30 Recap of Results of the Simulation exercise**

**10:30 – 11:15 Overview of Notification Obligations, including in agriculture**

**11:15 – 11:30** *Coffee break*

**11:30 – 12:00 Trade capacity building activities (WTO Technical Assistance)**

**12:00 – 12:30 Wrap-up, evaluation and closing remarks**

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