



## WTO NATIONAL WORKSHOP ON TRADE NEGOTIATION SKILLS

### BELIZE 5-7 MARCH 2025

Trainers: Kenza Le Mentec, Head of Latin America & Caribbean Desk, ITTC  
Franziska Kirschke, Training Officer, ITTC

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.

#### Tuesday, 5 March 2025

Session	Outline
8:30 - 9:00	Registration
9:00 - 9:30	Opening Remarks
9:30 - 10:30	Refresher: Overview and Principles of WTO and Multilateral Trading System
10:30 - 10:45	<i>Health break</i>
10:45 - 12:30	Current discussions and Brief Overview of WTO Trade Negotiations
12:30 - 14:00	<i>Lunch break</i>
14:00 - 15:00	Introduction to Negotiation Theory
15:00 - 15:15	<i>Health Break</i>
15:15 - 16:30	Exercises 1 & 2: Introduction to the basic concepts of negotiation theory

#### Wednesday, 6 March 2025

Session	Outline
9:00 - 10:00	Exercise debriefing
10:00 - 10:30	Exercise 3: Negotiation theory and debriefing
10:30 - 10:45	<i>Health Break</i>
10:45 - 12:30	Exercise 3: Negotiation theory and debriefing (cont'd)
12:30 - 14:00	<i>Lunch break</i>
14:00 - 15:00	Exercise 3: Negotiation theory and debriefing
15:00 - 15:15	<i>Health Break</i>
15:15 - 16:30	Exercise 4: Negotiation theory and debriefing

#### Thursday, 7 March 2025

Session	Outline
09:00 - 09:45	Exercise 4: Negotiation theory and debriefing
09:45 - 10:30	Introduction: Negotiation Techniques - Simulation Exercise
10:30 - 10:45	<i>Health Break</i>
10:45 - 12:30	Negotiation Techniques - Simulation Exercise (cont)
12:30 - 14:00	<i>Lunch Break</i>
14:00 - 15:00	De-briefing
15:00 - 15:30	Wrap up and evaluation
15:30 - 16:00	Closing ceremony

#### Teaching methodology:

- Lectures
- Exercises
- Interactive Discussion