



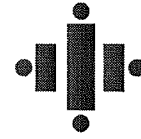
WORLD TRADE
ORGANIZATION



International Institute for
Trade and Development



INSTITUTE OF BUSINESS ECONOMIC
RESEARCH AND DEVELOPMENT FOUNDATION



Institute for Good
Governance Promotion

Advanced Trade Negotiations Simulation Skills Course

1. The intensive course on trade negotiations skills is designed to provide participants with skills and knowledge concerning appropriate strategies and tactics for the conduct of negotiations, as well as techniques of systematic decision analysis for monitoring and managing the negotiating process. It contributes directly to the objectives of the Doha Development Agenda (DDA) by improving, deepening and enhancing participants' understanding of the DDA negotiations, more particularly the 2004 July package, Hong Kong Ministerial declaration, Crawford Falconer and Don Stephenson documents on Agriculture and NAMA respectively. The core of the course encompasses all the stages in trade negotiations—from the consultation stage to actual negotiations, involving real give-and-take.

Scheduling in NAMA, Agriculture and Services within the framework of the Doha negotiations constitute an integral part of the intensive course, almost 95 percent. The ICTNS prepares members for scheduling within the Doha negotiations and enhances their understanding as well. As developing countries request the ICTNS at the national level regularly and the WTO Secretariat also organizes it frequently for all regions, the ICTNS provides a one-stop shop for scheduling of NAMA, Agriculture and Services under the Doha negotiations. Negotiations on rules are also covered. To quote from the Press Review of 22 July 2009:

"Envoys may take holistic stand on Doha talks ; Key WTO members are likely to initiate... D Ravi Kanth Geneva 22 July 2009 Business Standard Key WTO members are likely to initiate new negotiation in the Doha Round, **covering all areas**, instead of merely focusing on the modalities in agriculture and market-opening for industrial goods, a development that could result in a Uruguay Round-type of Final Act, trade analysts said. In a meeting convened by WTO chief Pascal Lamy on 17 July 2009 to discuss the new path with select trade envoys, it was more or less agreed **that members would simultaneously focus on agriculture, industrial goods, trade facilitation, rules to improve anti-dumping provisions, environment, among others**, trade diplomats said. Lamy informed the select trade envoys that he was considering holding **"horizontal" talks on all issues in the Doha agenda**, suggesting that members should focus on all areas. Up until now, the general framework is that members will first conclude an agreement on the much-delayed Doha modalities in agriculture and market-opening for industrial goods and, subsequently, wrap up work in other areas. So far, members have not strictly adhered to the original Doha mandate which called for an agreement on developmental issues first, followed by modalities in agriculture and industrial goods and other issues. India's trade envoy Ujal Singh Bhatia alluded to the material change in the Doha talks, especially the earlier understanding that a modalities agreement would lead to agreements in other areas, pointing that such a framework was not applicable and **that work in all areas would proceed simultaneously**, Business Standard has learned".

2. The training provides instructions in pre-negotiation planning, effective negotiation strategies and tactics, and the management of the negotiation process that leads to a win-win outcome for all parties. The skills acquired are appropriate for use in more formal negotiations, at both bilateral and multilateral levels.

3. Who benefits: This training is designed for officials with good knowledge of the WTO Agreements or the multilateral trading system (MTS), and who serve or will serve as their Government negotiators in regional or international trade negotiations. Typical target groups could be Directors of Trade, Permanent Secretaries, Ambassadors and/or Ministers of Trade.

4. Duration of the course: 5 working days at the Rama Gardens Hotel, Bangkok



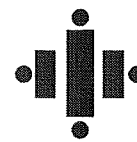
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ADVANCED TRADE NEGOTIATIONS SIMULATION SKILLS COURSE

18 – 22 July 2011

PROGRAMME

DATE	TIME	ACTIVITY	SPEAKERS/PRESENTERS
Monday, 18 July	09:00-09:20	Introductory and Opening remarks	Mr. Weerasak Kowsurat Executive Director of ITD Dr. Dickson Yeboah, Head, Intensive Trade Negotiations Skills Unit, Institute for Training and Technical Co-operation, WTO
	09:20-09:45	Pre-test	Participants
	09:45-10:00	Course objectives	Dr. Dickson Yeboah
	10:00-10:15	Participants introduction & expectations	Participants
	10:15-11:00	<ul style="list-style-type: none"> ● WTO principles and world trade negotiations ● Negotiating framework for reduction of trade barriers 	Dr. Dickson Yeboah
	11:00-11:10	Coffee break	
	11:00-12:30	<ul style="list-style-type: none"> ● General agreement on trade in services ● Rules 	Dr. Dickson Yeboah
	12:30-12:45	Discussions and Q & A	Participants
	12:45-14:00	Lunch break	
	14:00-15:30	Approaches and strategies of trade negotiations	Dr. Dickson Yeboah
	15:30-15:45	Coffee break	
	15:45-17:00	Presentations continued	Dr. Dickson Yeboah
	17:00-17:30	Discussion and Q & A	Participants
	17:30-18:30	Dinner break	
18:30-22:00	Group discussion	Participants	
Tuesday, 19 July	08:30-10:00	Overall briefing	Dr. Dickson Yeboah
	10:00-10:30	Discussion and Q & A	Participants
	10:30-10:45	Coffee break	
	10:45-12:45	<ul style="list-style-type: none"> ● Preparation of opening positions ● Problem identification ● Interest identification ● Inter-departmental consultation ● Political consultation ● Formulation of negotiating positions and strategies 	Participants
	12:45-14:00	Lunch break	
	14:00-15:30	National consultations—Cont.	Participants
	15:30-15:45	Coffee break	
	15:45-17:00	<ul style="list-style-type: none"> ● National consultations— terminate 	Participants
	17:00-17:30	<ul style="list-style-type: none"> ● Initial meeting and introduction of delegations 	
	17:30-18:30	Dinner break	
18:30-22:00	Group discussion	Participants	



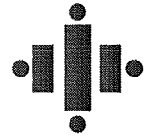
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รายละเอียดการสมัคร

1. ความรู้พื้นฐานที่ควรเตรียม

ความรู้เกี่ยวกับเศรษฐกิจระหว่างประเทศ, องค์การการค้าโลก (WTO), การค้าระหว่างประเทศทั่วไป และความสามารถในการสื่อสารภาษาอังกฤษในระดับดี

2. การคัดเลือกและประกาศผู้มีสิทธิ์เข้ารับการอบรม

ทางสถาบันฯ กำหนดรับใบสมัครจนถึงวันอังคารที่ 5 กรกฎาคม 2554 เพื่อดำเนินการส่งรายละเอียดให้ Dr.Dickson Yeboah คัดเลือกผู้มีคุณสมบัติเหมาะสมเพื่อเข้ารับการอบรมในหลักสูตรนี้ โดยจะประกาศรายชื่อผู้ผ่านเกณฑ์การคัดเลือกทางหน้าเว็บไซต์ www.itd.or.th ในวันจันทร์ที่ 11 กรกฎาคม 2554

3. อุปกรณ์ในการอบรม

สถาบันฯ ได้จัดเตรียมอุปกรณ์ที่จะใช้ในการอบรมให้แก่ผู้เข้ารับการอบรม ดังนี้

- เอกสารประกอบการอบรม หนังสือ
- กระเป๋า ปากกา สมุดโน้ต
- เครื่องคิดเลขสำหรับทำงานกลุ่ม

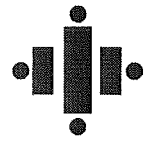
ทั้งนี้ ขอความกรุณาให้ผู้เข้ารับการอบรมทุกท่านนำคอมพิวเตอร์โน้ตบุ๊กของท่านไปเอง เพื่อใช้สำหรับการทำงานกลุ่ม

4. อาหารและเครื่องดื่ม

ผู้เข้ารับการอบรมทุกท่านจะได้รับบริการอาหารและเครื่องดื่ม อาทิ อาหารว่าง 2 มื้อ อาหารกลางวัน และอาหารเย็น

5. ห้องพัก

เนื่องจากหลักสูตรนี้มีความจำเป็นต้องมีการอภิปรายและทำงานกลุ่มร่วมกันในช่วงเวลาค่ำ หากท่านประสงค์พักค้างคืน ทางโรงแรมคิดอัตราค่าบริการสำหรับห้องเดี่ยว 1,500 บาท (หนึ่งพันห้าร้อยบาทถ้วน) ต่อคืน ซึ่งค่าใช้จ่ายในส่วนนี้จะไม่อยู่ในความรับผิดชอบของสถาบันฯ



APPLICATION FORM

**“Advanced Trade Negotiations Simulation Skills Course”
18 – 22 July 2011**

A. Personal History					PHOTO				
Title	Last Name	First Name	Gender						
<input type="checkbox"/> Mr. <input type="checkbox"/> Mrs. <input type="checkbox"/> Ms. <input type="checkbox"/> Dr. <input type="checkbox"/>			<input type="checkbox"/> Male <input type="checkbox"/> Female						
City/Country of Birth	Nationality	Date of birth (DD/MM/YY)	Age	Marital Status					
<u>Work Address</u>			<u>Home Address</u>						
Fax No. (Country code/Area code/ Number)			Fax No. (Country code/Area code/ Number)						
Telephone No. (Country code/Area code/Number)			Telephone No. (Country code/Area code/Number)						
Email Address:			Cell Phone No. (Country code/Area code/Number)						
English Proficiency	READ			WRITE			SPEAK		
	Excellent	Good	Fair	Excellent	Good	Fair	Excellent	Good	Fair



D. Explain how the knowledge of Trade Negotiations Skills is essential and relevant to your work.

E. State what you hope to gain from this training, and how you will put the knowledge you will gain into practice.

F. Indicate specific areas of Trade Negotiations Skills you wish to learn about from this training.

Application submitted by:..... (Print Name)

..... (Signature).....(Date)

Application approved by:..... (Print Name)

..... (Signature).....(Date)