



**REGIONAL ADVANCED TRADE NEGOTIATIONS SIMULATION SKILLS COURSE FOR
COUNTRIES IN CENTRAL AND EASTERN EUROPE AND CENTRAL ASIA**

Vienna (Austria), 27 - 31 August 2018
Joint Vienna Institute (JVI)
PROGRAMME

DATE	TIME	ACTIVITY	SPEAKERS/PRESENTERS
Monday 27 August 2018	08:30-08:50	<ul style="list-style-type: none"> ●Introductory and Opening remarks ●Course objectives 	<ul style="list-style-type: none"> ●JVI Director ●Dickson Yeboah, Counsellor, Agriculture and Commodities Division, WTO
	08:50-09:20	Participants introduction and expectations	<ul style="list-style-type: none"> ●WTO Personnel ●Regional TNS Facilitator, Associate Professor Rodica Crudu, University Moldova ●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	<ul style="list-style-type: none"> ●Trade rounds [From GATT to Today] ●Trade in Services [From the Uruguay Round to Today] 	Dickson Yeboah
	12:30-12:45	Discussions and Q & A	Participants
	12:45-14:00	Lunch break	all participants
	14:00-15:30	<ul style="list-style-type: none"> ●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	<ul style="list-style-type: none"> ●Explanations continued 	Dickson Yeboah Participants
	Tuesday 28 August 2018	08:30-10:30	Preparation for Negotiations on Modalities: <ul style="list-style-type: none"> ●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.	<ul style="list-style-type: none"> ●Participants ●WTO Personnel ●Regional TNS Facilitator
12:45-14:00		Lunch break	all participants
14:00-15:30		Preparations for Negotiations on Modalities — Cont.	<ul style="list-style-type: none"> ●Participants ; ●WTO Personnel ●Regional TNS Facilitator
15:30-15:45		Coffee break	all participants
15:45-17:30		Preparations for Negotiations on Modalities — terminate	<ul style="list-style-type: none"> ●Participants ●WTO Personnel ●Regional TNS Facilitator

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Wednesday 29 August 2018	08:30-10:30	● Multilateral negotiations on modalities begin: Agriculture (plenary session)	●Participants ●WTO Personnel ●Regional TNS Facilitator
	10:30-10:45	Coffee break	all participants
	10:45-12:45	● Multilateral negotiations on modalities: NAMA (plenary session)	●Participants ●WTO Personnel ●Regional TNS Facilitator
	12:45-14:00	Lunch break	all participants
	14:00-15:30	● Multilateral negotiations on modalities: NAMA, Services (plenary session)	●Participants ●WTO Personnel ●Regional TNS Facilitator
	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 Personnel ●Regional TNS Facilitator
Thursday 30 August 2018	08:30-10:30	Bilateral Negotiation session in all areas (bilateral negotiations begin, tabling of opening positions, proposals, counter-proposals, offers)	●Participants ●WTO Personnel ●Regional TNS Facilitator
	10:30-10:45	Coffee break	all participants
	10:45-11:45	●Bilateral Negotiation session – cont. (tabling of positions, counter-proposals, offers)	●Participants ●WTO Personnel ●Regional TNS Facilitator
	11:45-12:45	● Bilateral Negotiation session – cont. (tabling of positions, counter-proposals, offers)	●Participants ●WTO Personnel ●Regional TNS Facilitator
	12:45-14:00	Lunch break	all participants
	14:00-15:30	Bilateral Negotiation session – cont. (tabling of positions, counter-proposals, offers)	●Participants ●WTO Personnel ●Regional TNS Facilitator
	15:30-15:45	Coffee break	all participants
	15:45-17:30	Bilateral Negotiation session – cont. (tabling of positions, counter-proposals, offers)	●Participants ●WTO Personnel ●Regional TNS Facilitator
Friday 31 August 2018	08:30-10:30	Multilateral negotiations on SSM (plenary session)	●Participants ●WTO Personnel ●Regional TNS Facilitator
	10:30-10:45	Coffee break	all participants
	10:45-12:45	Evaluation of overall results (plenary session)	●Participants ●WTO Personnel ●Regional TNS Facilitator ●Dickson Yeboah
	12:45-14:00	Lunch	all participants
	14:00-15:00	● Debriefing of the exercise (Plenary session) ● Closing remarks	●Participants ●Dickson Yeboah ●Regional TNS Facilitator ●WTO Personnel

29 June 2018
