



WORLD TRADE ORGANIZATION

Direct line: (+41 22) 739 6440
Direct fax: (+41 22) 739 5724
Email: logistics.unit@wto.org

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To:	Heads of Delegation WTO Members and Observers		Email:	List attached
From:	Ms Bridget Chilala Director Institute for Training and Technical Cooperation World Trade Organization		Date:	29 June 2018
Number of pages (including this one):	10		Ref:	TN18/5

**WTO REGIONAL ADVANCED COURSE ON TRADE NEGOTIATIONS SIMULATION SKILLS
FOR CENTRAL AND EASTERN EUROPE, CENTRAL AND THE CAUCASUS COUNTRIES
Vienna, Austria**

27 -31 August 2018

The Secretariat of the World Trade Organization is organizing a **Regional Advanced Trade Negotiations Simulation Skills (TNS) Course for Central and Eastern Europe, Central And The Caucasus Countries (CEECAC) to be held in Vienna (Austria) from 27 -31 August 2018.**

The aim of the TNS Course is to enhance the negotiating skills of CEECAC countries' trade negotiators and deepen their understanding of how the concept works in practice. Participants will negotiate different modalities in Agriculture, Industrial products (NAMA) and Trade in Services in international trade negotiations and apply them to bilateral trade negotiations. This course is designed to provide participants with skills and knowledge concerning appropriate strategies and tactics for the conduct of trade negotiations, as well as techniques of systematic decision analysis for monitoring and managing the negotiating process. The draft programme for the Course and agenda for negotiations are attached.

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The target audience for the course is trade negotiators, and/or other fairly senior level officials involved in trade negotiations and/or directly responsible for the formulation and application of trade policy instruments in the respective countries.

A selection process is put in place for all participants. Selected participants will be those: i) with very good knowledge in NAMA, Agriculture and Trade in Services. These participants would have completed RTPC or ATPC or face-to-face course (Geneva or Region) in any of the following subjects: NAMA, Agriculture and Trade in Services or, ii) who possess demonstrably commensurate experience/knowledge in trade negotiations. Completion of the WTO on-line E-Learning course on Multilateral Trade Agreements is mandatory.

You are invited to **submit names of two capital-based officials**, not only from the Ministry of Trade but also from other Ministries as well, for example Ministry of Agriculture or the relevant Ministry dealing with Trade in Services.

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An economy-class round-trip air-ticket (excursion fare, if applicable) will be provided by the Secretariat to the selected participants. Daily subsistence allowance for the duration of the Course only and terminal expenses will be provided by the JVI Course Coordinator on the opening day of the activity. Further details and conditions of participation will be sent later to all participants attending the Course. If your country does not wish to be represented, please let us know in conformity with the deadline below.

..... The Application forms, duly signed by the authorities presenting the nominees and validated by the Permanent Mission, should be transmitted to the WTO Institute for Training and Technical Cooperation, Logistics Unit (**email: logistics.unit@wto.org or fax +41 22 739 5724**) **NO LATER THAN FRIDAY 20 JULY 2018.**

In light of the complex arrangements involved in the organization of this seminar, the Secretariat would not be in a position to process the names of further nominees identified beyond this deadline.

The WTO Secretariat reserves the right to postpone or cancel the activity in the event of overriding circumstances beyond its control.