



## **Canada-Indonesia Trade and Private Sector Assistance Project (TPSA)**

### Introductory Training Course: **The World Trade Organization and the Trade Negotiation Process**

Hotel Le Meridien, Jakarta, Indonesia, 9-10 September 2015

#### **Program Agenda**

**Wednesday, 9 September 2015**

##### **Morning Session: 9:00 am – 12:00 pm**

- Opening remarks
- Self-introduction to the trade experts and Indonesian participants
- Course objectives and expectations
- Administrative and logistical matters

##### **Introduction to the WTO: general rules and principles**

- Basic WTO principles (MFN, NT, transparency, more preferential treatment)
  - WTO decision-making process
  - Schedule of commitments (tariffs and other charges, quantitative restrictions)
  - Technical barriers to trade (TBT)
  - Sanitary and phytosanitary measures (SPS)
  - Trade remedies: antidumping, countervail and safeguards
  - Intellectual property rights (TRIPS)
  - Dispute settlement
  - Trade and cross-cutting issues (gender equality and the environment)
- Q&A

##### **Lunch Break: 12:00 pm – 1:30 pm**

##### **Afternoon Session: 1:30 pm – 4:30 pm**

##### **Non-Agricultural Market Access (NAMA)**

- History of GATT and NAMA
  - Uruguay Round results and NAMA
  - Tariff binding - bound rates and applied rates
  - DDA negotiations and NAMA
  - Proposals of various groups on NAMA
  - Special and differential treatment
  - Current status of NAMA negotiations
  - Indonesia's interests in NAMA negotiations
- Q&A

### **Agricultural Trade Negotiations**

- History of agriculture in the GATT/WTO
  - Key elements of AoA: three 'pillars' (domestic support, export subsidies, tariff reduction)
  - Special and differential treatment
  - Issues being addressed in the DDA agricultural negotiations
  - Negotiating groups and proposals on agriculture
  - Current status of the agricultural negotiations
  - Indonesia's interests in agricultural negotiations
- Q&A

**Thursday, 10 September 2015**

#### ***Morning Session: 9:00 am – 12:00 pm***

##### **General Agreement on Trade in Services (GATS)**

- Importance of trade in services
  - Architecture of the GATS
  - Modes of supply (Mode 1, Mode 2, Mode 3 and Mode 4)
  - Special and differential treatment
  - How to read and analyze a country's services schedules?
  - Services negotiations in the DDA
  - How to make requests and offers in services negotiations?
  - Indonesia's interests in service negotiations
- Q&A

#### ***Lunch Break: 12:00 pm – 1:30 pm***

#### ***Afternoon Session: 1:30 pm – 3:30 pm***

##### **Trade Negotiation Process: Strategies and Tactics**

- How to negotiate and for whom?
  - What to negotiate on trade?
  - Political consultation: building strong domestic support
  - Establishing the negotiating machinery
  - Developing a negotiating agenda
  - Trade negotiation process
  - Negotiating framework and ground rules
  - Working for negotiating results
  - Trade negotiating strategies and tactics
- Q&A

#### ***Afternoon Session: 3:30 pm – 4:30 pm***

- **Group discussion: What has been learned about the WTO and trade negotiation process?**
- **Course evaluation by the participants**
- **Concluding remarks**