



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**