

CUTS Institute for Regulation & Competition
Training Programme on Commercial and Economic Diplomacy
22-25 August 2007, Royal Orchid, Jaipur

Day 1 (Tuesday): 21.08.2007	
1300-2000	Arrival/Registration of Participants
2000	Dinner
Day 2 (Wednesday): 22.08.2007	
0830-0930	Inaugural
0830-0840	Pradeep S. Mehta Director General, CIRC
0840-0855	B. K. Zutshi Member, Governing Council, CIRC
0855-0910	Kishan Rana Former Ambassador of India and the Course Director, CIRC
0910-0930	Participants' Expectations
0930-1000	<i>Tea/Coffee</i>
1000-1130	<i>Session 1: Opportunities & Challenges of India in an Emerging Globalising Economy</i> What have been the achievements of the Indian economy in present era of globalisation and economic liberalisation; what are the challenges and their implication? S. N. Menon
1130-1300	<i>Session 2: Effective Commercial and Economic diplomacy: An Analytical Framework</i> What is commercial diplomacy? (Narrow definition vis-à-vis broad definition); How different it is from economic diplomacy? Elements of commercial and economic diplomacy; Relationship between commercial diplomacy and political diplomacy; How commercial and economic diplomacy helps in fostering better political relationships? Raymond Saner
1300-1400	<i>Lunch</i>
1400-1530	<i>Group Discussion on Session 1 & 2</i> The Group Discussion (based on Case Studies along with 'Issues for Discussions') will be facilitated by Resource Persons.
1530-1600	<i>Presentation on Group Discussion</i>
1600-1730	<i>Session 3: Country Promotion and Image Building Process</i> Promotion of country's strengths in order to promote trade and investment, attract foreign investment; how to build the image of our country in an international market, etc. Gautam Mahajan
1900	Dinner
Day 3 (Thursday): 23.08.2007	
0900-1030	<i>Session 4: Effective Negotiation in Commercial and Economic Diplomacy</i> Effective negotiating techniques appropriate for the various types of negotiations; technique and skills of interest based negotiation; research

	and analysis on negotiation; how to build a consensus, lobby decision makers and formulate a comprehensive negotiation strategy, etc. Kishan Rana B. K. Zutshi
1030-1100	<i>Tea/Coffee</i>
1100-1230	Group Discussions on Session 3 & 4 The Group Discussion (based on Case Studies along with 'Issues for Discussions') will be facilitated by Resource Persons.
1230-1300	Presentation on Group Discussion
1300-1400	Lunch
1400-1530	Session 5: Simulation Exercise on Trade and Investment Negotiation The process and content of negotiation through simulation exercise to showcase how negotiations are progressed. Raymond Saner S. N. Menon
1530-1600	<i>Tea/Coffee</i>
1600-1730	Group Discussion on Session 5 The Group Discussion (based on Case Studies along with 'Issues for Discussions') will be facilitated by Resource Persons.
1730-1800	Presentation on Group discussion
1900-2000	Hands-on Exercise Participants will be made familiar with various sources (Internet-based and otherwise) where resource materials on commercial and economic diplomacy are available, including how to access and make use of them.
2000	Dinner
Day 4 (Friday): 24.08.2007	
0900-1030	Session 6: Effective Communication in Commercial and Economic Diplomacy, and Writing Effective Resolution Written and oral communication in commercial and economic diplomacy; developing contents with focus, organisation, accuracy, timeliness and enthusiasm; how to use a hook or grabber to capture the attention of the audience; how to set an agenda; how to integrate all parts of a presentation seamlessly, etc. Kishan Rana
1030-1100	<i>Tea/Coffee</i>
1100-1230	Group Discussion on Session 6 The Group Discussion (based on Case Studies along with 'Issues for Discussions') will be facilitated by Resource Persons.
1230-1300	Presentations on Group discussion
1300-1400	Lunch
1400-1530	Session 7: Trade-offs in Negotiation Trade-off usually refers to losing one quality or aspect of something in return for gaining another quality or aspect of the same and/or a related thing. In a successful negotiation, there should be win-win for all the parties. The objective should be to reach an agreement rather than victory. This session will enlighten the participants the meaning, scope and analytical tools used in understanding trade-offs. B. K. Zutshi S. N. Menon Raymond Saner
1530-1600	<i>Tea/Coffee</i>
1600-1730	Session 7: Cont.

2000	<i>Dinner at Chokhi Dhani</i>
Day 5 (Saturday): 25.08.2007	
0900-1030	<p>Session 8: Dispute Settlement in Trade and Investment Agreements Dispute settlement mechanism in the WTO; the evolution of dispute settlement in the GATT/WTO context; various stages of dispute settlement; India's experience at the dispute settlement body of the WTO; rules and procedures of handling disputes in the WTO; dispute settlement mechanism under regional and bilateral free trade agreements; dispute settlement in agreements between market operators from different countries, which generally (but not solely) takes the form of international arbitration, etc.</p> <p>Suhail A. Nathani</p>
1030-1100	<i>Tea/Coffee</i>
1100-1230	<p>Group Discussion on Session 8 The Group Discussion (based on Case Studies along with 'Issues for Discussions') will be facilitated by Resource Persons.</p>
1230-1300	Presentation on Group Discussion
1300-1400	<i>Lunch</i>
1400-1530	<i>Closing</i>
1400-1515	<p>Evaluation of the Training Seminar B. K. Zutshi S. N. Menon Raymond Saner</p>
1515-1530	<p>Closing Remarks Pradeep S. Mehta</p>
1530	<i>Tea/Coffee & Departure</i>