

**CUTS Institute for Regulation & Competition**  
**Training Programme on Commercial and Economic Diplomacy**  
**Chokhi Dhani, Jaipur**

**Agenda**

<b>Day 1 (Tuesday): 08.01.2008</b>	
1300-2000	<i>Arrival/Registration of Participants</i>
2000	<i>Dinner</i>
<b>Day 2 (Wednesday): 09.01.2008</b>	
0830-1000	<i>Inaugural</i>
0830-0840	<b>Pradeep S. Mehta, Director General, CIRC</b>
0840-0850	<b>Kishan Rana, Former Ambassador of India and Course Director, CIRC</b>
0850-0900	<b>B. K. Zutshi, Member, Governing Council, CIRC</b>
0900-0910	<b>G. K. Pillai, Secretary, Department of Commerce, Government of India</b>
0910-0930	<b>Participants' Expectations</b>
0930-1000	<i>Tea/Coffee</i>
1000-1130	<p><b><i>Session 1: Domestic Political Economy Challenges for India</i></b>            What have been the achievements of the Indian economy in the present era of globalisation and economic liberalisation; Indian political economy environment (i.e. political compulsion due to a coalition government, on account of policy uncertainties, issues such as SEZs, etc); outsiders' perception about the Indian development and economic situation (India's image and how to improve) by drawing from documents such as the World Bank's Doing Business Report, UNDP's Human Development Report., etc.</p> <p><b>G. K. Pillai</b></p>
1130-1300	<p><b><i>Session 2: International Diplomatic Environment</i></b>            Diplomacy (Narrow definition vis-à-vis broad definition); difference between commercial and economic diplomacy; understanding of international diplomatic environment; integrated relationships among issues; trade offs and leverage across sectors; evolving 'whole of government' approaches; optimal management of human resources; networking skills, motivation and understanding intercultural management.</p> <p><b>Kishan Rana</b></p>
1300-1400	<i>Lunch</i>
1400-1530	<p><b><i>Session 3: A Practical Approach to Negotiations</i></b>            An examination of the broad issues in negotiations, with particular reference to the Indian style, and possible improvements in our external negotiation process.</p> <p><b>Kishan Rana</b>  <b>Geza Feketekuty, President, Institute for Trade and Commercial Diplomacy</b></p>
1530-1600	<i>Tea/Coffee</i>

1600-1800	<p><b>Session 4: Multilateral Trading System</b> Emergence of the new multilateral trade order - from GATT to WTO; understanding process, mechanics, key aspects, approaches of multilateral trade negotiation; WTO negotiation process; role and responsibility of the representatives, members, the WTO secretariat, NGOs, etc; role and responsibility of the chairpersons' of various councils, committees and negotiating groups; acceding member as a participant in multilateral trade negotiation. <b>B. K. Zutshi</b></p>
2000	<b>Dinner</b>
<b>Day 3 (Thursday): 10.01.2008</b>	
0900-1100	<p><b>Session 5: Practical Issues on Trade and Investment Negotiations</b> The inter-cultural dimension of negotiations; discussion of negotiation issues in depth, taking into account the experience of participants, and considering practical ways in which we can apply negotiation theory to our requirements. This would include an examination of case studies and simulation exercises. <b>Kishan Rana</b> <b>Geza Feketekuty</b> <b>B. K. Zutshi</b></p>
1100-1130	<b>Tea/Coffee</b>
1130-1300	<b>Session 5: Cont...</b>
1300-1400	<b>Lunch</b>
1400-1600	<p><b>Session 6: Trade-offs in Negotiation</b> 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; how to accomplish win-win situation 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>B. K. Zutshi</b> <b>Geza Feketekuty</b></p>
1600-1630	<b>Tea/Coffee</b>
2000	<b>Social Evening at Chokhi Dhani</b>
<b>Day 4 (Friday): 11.01.2008</b>	
0900-1100	<p><b>Session 7: Current State of the Doha Round of Negotiations</b> Overview of Doha Development Round; reasons for the launch of this particular round, main issues and concerns in Goods, Agriculture, Non Agricultural Market Access (NAMA); other related issues under the ongoing negotiations; role of different coalitions, the possible consequences of long term suspension or collapse and potential gains from the round. <b>Geza Feketekuty</b> <b>B. K. Zutshi</b></p>
1100-1130	<b>Tea/Coffee</b>
1130-1300	<p><b>Session 8: Preferential Trading Arrangements and India</b> India's approach on FTAs/RTAs (vis-a-vis its approach on multilateral liberalisation) through the example of India – EU FTA negotiation; the relative importance of politics and economics in this approach (is it only to enhance trade or to have a more robust strategic partnership in future) <b>N. C. Pahariya, Fellow, CUTS International</b></p>

1300-1400	<i>Lunch</i>
1400-1530	<i>Closing</i>
1400-1515	<i>Evaluation of the Training Seminar</i> <b>Kishan Rana</b> <b>B. K. Zutshi</b> <b>Geza Feketekuty</b>
1515-1530	<i>Closing Remarks</i> <b>Bipul Chatterjee</b>
1530	<i>Tea/Coffee &amp; Departure</i>