



Department of Commerce
Government of India



***Strengthening Skills on Commercial and Economic Diplomacy
Training Programme for Civil Servants and Executives (CDS.05)
16-19 July 2008, Jaipur***

Agenda

Day 1 (Tuesday): 15.07.2008	
1400-2000	<i>Arrival/Registration of Participants</i>
2000	<i>Dinner</i>
Day 2 (Wednesday): 16.07.2008	
0900-1000	<i>Inaugural</i>
0900-0910	Bipul Chatterjee, Deputy Executive Director, CUTS
0910-0920	Kishan S. Rana, Former Ambassador of India and Course Director of the CUTS CDS Programme
0920-0930	B. K. Zutshi, Former Indian Ambassador to GATT
0930-1000	Participants' Expectations
1000-1030	<i>Tea/Coffee</i>
1030-1130	<i>Session 1 Effective Commercial and Economic Diplomacy: An Analytical Framework</i> What is commercial diplomacy (Narrow definition <i>vis-à-vis</i> broad definition); difference between commercial and 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 Kishan S. Rana Ahmed F. Ghoneim, Associate Professor, Faculty of Economics and Political Sciences, Cairo University
1130-1300	<i>Session 2 A Practical Approach to Negotiations</i> An examination of the broad issues in negotiations with particular reference to the Indian style and possible improvements in our external negotiation process Kishan S. Rana
1300-1400	<i>Lunch</i>
1400-1530	<i>Session 3 Effective Communication in Commercial and Economic Diplomacy, and Writing Effective Resolution</i> 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 S. Rana

1530-1600	<i>Tea/Coffee</i>
1600-1730	Session 4 Multilateral Trading System 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. K. Zutshi Ahmed F. Ghoneim
2000	<i>Dinner</i>
Day 3 (Thursday): 17.07.2008	
0900-1030	Session 5 An Overview of the Indian Agriculture Sector A brief overview of Indian agriculture sector and its contribution to the economy; what have been the achievements of the agriculture sector in the present era of globalisation and economic liberalisation and what are the challenges and their implication Ramesh Chand, Director & Principal Scientist, National Centre for Agriculture Economics and Policy Research
1030-1100	<i>Tea/Coffee</i>
1100-1300	Session 6 An Overview of the Indian Manufacturing Sector A brief overview of the Indian manufacturing sector and its contribution to the economy; achievements, challenges, etc Pranav Kumar, Policy Analyst, CUTS
1300-1400	<i>Lunch</i>
1400-1500	Video Session a) To the heart of the WTO b) Solving Trade Disputes
1500-1900	Jaipur Tour
2000	<i>Dinner</i>
Day 4 (Friday): 18.07.2008	
0900-1030	Session 7 WTO Negotiations on Agriculture Overview of the WTO Agreement on Agriculture (AoA); market access; domestic support; export competition - export subsidies; special and differential treatment; other provision in the AoA and the current negotiation; accession negotiation on agriculture; disputes in agriculture trade R. S. Ratna, Professor, Centre for WTO Studies, Indian Institute of Foreign Trade
1030-1100	<i>Tea/Coffee</i>
1100-1300	Session 8 WTO Negotiations on Non-Agricultural Market Access What does NAMA negotiations cover; issues under NAMA, namely, product coverage, tariff peaks and escalation, tariff binding, Swiss formula approach, non-tariff barriers, etc R. S. Ratna
1300-1400	<i>Lunch</i>

1400-1600	<i>Case Study on “India’s Negotiating Strategy on Agriculture”</i> The session will be based on case studies along with ‘issues for discussions’ and will be facilitated by the Resource Persons.
1600-1630	<i>Tea/Coffee</i>
1630-1830	<i>Case Study on “India’s Negotiating Strategy on NAMA”</i> The session will be based on case studies along with ‘issues for discussions’ and will be facilitated by the Resource Persons.
2000	<i>Dinner</i>
Day 5 (Saturday): 19.07.2008	
0900-1030	<i>Session 9 An Overview of the Indian Services Sector</i> A brief overview of Indian service sector and its contribution in the economy; achievements, challenges, etc Arpita Mukherjee, Senior Fellow, Indian Council for Research on International Economic Relations
1030-1100	<i>Tea/Coffee</i>
1100-1300	<i>Session 10 WTO Negotiations on Services</i> The built-in agenda of the WTO General Agreement on Trade in Services (GATS); modes of supply of services; horizontal and sectoral issues in GATS; negotiations on GATS rules, namely, safeguards, procurement and subsidies; special and differential treatment in the negotiations on services; regional integration and liberalisation of trade in services, etc B. K. Zutshi
1300-1400	<i>Lunch</i>
1400-1600	<i>Case Study on “India’s Negotiating Strategy on Services”</i> The session will be based on case studies along with ‘issues for discussions’ and will be facilitated by the Resource Persons.
1600-1630	<i>Tea/Coffee</i>
1630-1730	<i>Closing</i>
1630-1725	<i>Evaluation of the Training Programme</i> Kishan S. Rana B. K. Zutshi
1725-1730	<i>Closing Remarks</i> Bipul Chatterjee
1730	<i>Departure</i>