



Government of India
Department of Commerce



***Strengthening Skills on Commercial and Economic Diplomacy
Training Programme for Indian Government Officials and Business Executives
(CDS.06)
18-21 August 2008, Jaipur***

Agenda

Day Zero (17th August, Sunday)	
1400-2000	<i>Arrival/Registration of the Participants</i>
2000	<i>Dinner</i>
Day One (18th August, Monday)	
0930-1100	<i>Inaugural Session</i>
0930-0935	Bipul Chatterjee, Deputy Executive Director, CUTS
0935-0950	Kishan S. Rana, Former Indian Ambassador to Germany and Course Director of the CUTS CDS Programme
0950-1000	B. K. Zutshi, Former Indian Ambassador to the GATT
1000-1020	S. K. Singh, Hon'ble Governor of Rajasthan
1020-1030	Pradeep S. Mehta, Secretary General, CUTS
1030-1100	Participants' Expectations
1100-1130	<i>Tea/Coffee</i>
1130-1330	<p><i>Session 1: India in the Global Economy in 2020 – Opportunities and Challenges</i></p> <p>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>Siddhartha Mitra, Director (Research), CUTS</p>
1330-1430	<i>Lunch</i>
1430-1600	<p><i>Session 2: Trade Promotion Activities: A Field Perspective</i></p> <p>What are the practical methods for trade promotion? The methods of market share analysis (for products and target markets); A proactive promotional mindset by embassies abroad; Support measures from the Commerce Ministry; Visits by business delegations; Participation in trade shows; The method of 'challenge funds'; Spreading awareness of best practices, etc.</p> <p>Kishan S. Rana</p>
1600-1630	<i>Tea/Coffee</i>
1630-1800	<p><i>Session 3: A Practical Approach to Negotiations</i></p> <p>An examination of the broad issues in negotiations, with particular reference to the Indian style, and possible improvements in our external</p>

	negotiation process. Kishan S. Rana
2000	<i>Dinner</i>
Day Two (19th August, Tuesday)	
0900-1100	<i>Session 4: India and the Multilateral Trading System – From Uruguay Round to Doha Round</i> This Session will link the strategies at various stages to the policy objectives India was pursuing in these negotiations. It will focus on the following: A. India’s participation in the MTS from the preparatory process for the UR through the UR negotiations, the preparatory process for the DR and the ongoing DR negotiations. B. The trade policy objectives India was pursuing in these four different phases of its engagement with the MTS and how these objective evolved and changed during this period. C. What negotiating strategies were deployed to secure the objective with what degree of success? D. The nature and extent of national preparation, including stakeholder consultations at home and how this process has evolved since the preparatory phase of the UR. E. India’s role in promotion of coalitions and participation in coalitions promoted by others over this period of time. B. K. Zutshi S. N. Menon, Former Commerce Secretary of Government of India
1100-1130	<i>Tea/Coffee</i>
1130-1330	<i>Session 4 Continued</i>
1330-1430	<i>Lunch</i>
1430-1630	<i>Session 4 Continued</i>
1630-1930	<i>Free Time</i>
2000	<i>Dinner</i>
Day Three (20th August, Wednesday)	
0900-1100	<i>Session 5: Simulation Exercise on Investment Negotiations</i> Commercial diplomacy put into context of multi-actor competitive environment where three South Asian governments, three global companies and six local companies vie for foreign direct investment in the information technology sector. Cost-benefit of FDI, short- and long-term business implications, country development strategy vs. investment strategy of multinational corporations will be explored. Raymond Saner, Director, Diplomacy Dialogue, Geneva
1100-1130	<i>Tea/Coffee</i>
1130-1330	<i>Session 5 Continued</i>
1330-1430	<i>Lunch</i>
1430-1630	<i>Session 5 Continued</i>
1630-1930	<i>Free Time</i>
2000	<i>Dinner at Chokhi Dhani</i>
Day Four (21st August, Thursday)	
0900-1100	<i>Session 6: Simulation Exercise on Trade Negotiations</i> A negotiation simulation involving four issues involved in a free trade

	<p>agreement, aimed at exploring the manner in which a bilateral negotiation unfolds, and the possibilities of trade-offs, based on the mutual and shared interests of the two sides, which may lie beneath the surface.</p> <p>Kishan S. Rana</p>
1100-1130	<i>Tea/Coffee</i>
1130-1330	<p><i>Evaluation of the Programme</i></p> <p>Kishan S. Rana B. K. Zutshi S. N. Menon Raymond Saner</p> <p><i>Closing Remarks</i> Bipul Chatterjee, Deputy Executive Director, CUTS</p>
1330-1430	<i>Lunch & Departure</i>