

Strengthening Skills on Commercial and Economic Diplomacy
Training Programme for Indian Government Officials and Business Executives

19-21 January 2009, Jaipur, India

Agenda

Day One (19th January, Monday)	
0930-1030	<i>Inaugural Session</i>
0930-0940	Pradeep S Mehta, Secretary General, CUTS International
0940-0950	Kishan S Rana, Former Indian Ambassador to Germany and the Course Director
0950-1000	B K Zutshi, Former Indian Ambassador to GATT
1000-1030	Discussion
1030-1100	<i>Tea/Coffee</i>
1100-1300	<p><i>Session 1: International Diplomatic Environment</i> 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>Kishan S Rana, Former Indian Ambassador to Germany Geza Feketekuty, President, Institute for Trade and Commercial Diplomacy, Washington DC</p>
1300-1400	<i>Lunch</i>
1400-1600	<p><i>Session 2: A Practical Approach to Negotiations</i> An examination of the broad issues in negotiations and possible improvements in external negotiation process</p> <p>Kishan S Rana, Former Indian Ambassador to Germany</p>
Day Two (20th January, Tuesday)	
0900-1100	<p><i>Session 3: Trade Promotion Activities: A Field Perspective</i> 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 Trade 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, Former Indian Ambassador to Germany</p>
1100-1130	<i>Tea/Coffee</i>

1130-1330	<p><i>Session 4: India and the Multilateral Trading System – From Uruguay Round to Doha Round</i></p> <p>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:</p> <p>a) India’s participation in the multilateral trading system from the preparatory process for the Uruguay Round through the Uruguay Round negotiations, the preparatory process for the Doha Round and the ongoing Doha Round negotiations</p> <p>b) The trade policy objectives India was pursuing in these four different phases of its engagement with the multilateral trading system and how these objective evolved and changed during this period</p> <p>c) What negotiating strategies were deployed to secure the objective with what degree of success?</p> <p>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 Uruguay Round; the progress that has been made over the years in improving India’s substantive preparations, and where more could be done</p> <p>e) India’s role in promotion of coalitions and participation in coalitions promoted by others over this period of time</p> <p>f) Outside perception, particularly that of the US, of how India’s policies and approaches changed over this period of time</p> <p>B K Zutshi, Former Indian Ambassador to GATT Geza Feketekuty, President, Institute for Trade and Commercial Diplomacy, Washington DC</p>
1330-1430	<i>Lunch</i>
1430-1630	<i>Session 4 Continued</i>
Day Three (21st January, Wednesday)	
0900-1100	<p><i>Session 5: Simulation Exercise on Trade Negotiations</i></p> <p>A negotiation simulation involving four issues involved in a free trade 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>Geza Feketekuty, President, Institute for Trade and Commercial Diplomacy, Washington DC</p>
1100-1130	<i>Tea/Coffee</i>
1130-1300	<i>Closing Session: Evaluation and the Way Forward</i>
1330	<i>Lunch</i>