

**Training Programme for Indian Government Officials
On
Economic Diplomacy
24 – 26 March, 2014, Jaipur**

Agenda

Day Zero (Sunday) : 23.03.2014 Arrival of the Participants	
Day 1 (Monday) : 24.03.2014	
0930-1000	Pradeep S Mehta, Secretary General, CUTS International Kishan S Rana, Former Ambassador to Germany & Professor Emeritus, Diplo Foundation Sudhanshu Pandey, Joint Secretary, Department of Commerce, Government of India
1000-1030	Break for Tea/Coffee & Networking
1030-1230	Introduction to Economic Diplomacy <ul style="list-style-type: none"> • <u>Evolution and Scope of Economic Diplomacy:</u> Commercial diplomacy as a subset of economic diplomacy; evolving dimensions of economic diplomacy; basic features of trade and investment promotion; contribution to economic growth; relationship between economic diplomacy and other major areas of trade and investment promotion such as through energy diplomacy; relationship between economic diplomacy and public diplomacy; • <u>Key Stakeholders:</u> ministries/departments; trade promotion bodies; commerce chambers & sectoral associations; Indian embassies; foreign missions; non-state actors <p><i>Kishan S Rana, Former Ambassador to Germany & Professor Emeritus, Diplo Foundation</i></p>
1230-1400	Break for Lunch & Networking
1400-1600	Group Discussion <i>A case study on Department of Commerce Challenge Fund to Indian Embassies for trade and investment promotion activities. A set of 'issues' will be posed for discussion.</i>
1600-1630	Break for Tea/Coffee & Networking
1630-1730	Presentations from Group Discussion <i>Groups will be asked to present 'how the Challenge Fund has worked and</i>

	<i>how it can be improved' and there will be discussion on their presentations.</i>
Day 2 (Tuesday) : 25.03.2014	
0930-1000	<p>Recap of Day One</p> <p>Archana Jatkar, Coordinator & Deputy Head, CUTS Centre for International Trade, Economics & Environment</p> <p>Chenai Mukumba, Assistant Policy Analyst, CUTS Centre for International Trade, Economics & Environment</p>
1000-1030	Break for Tea/Coffee & Networking
1030-1230	<p>Domestic Regulatory Environment for Effective Economic Diplomacy</p> <ul style="list-style-type: none"> • <u>Facilitation of domestic decision-making through effective stakeholder consultations</u>: whole-of-government approach to economic diplomacy; prioritising sectors; building in trade-offs; taking note of new interest groups (business associations, civil society organisations); ensuring compliance with domestic regulatory regime • <u>Developing a knowledge base to inform negotiators</u>: building early-warning systems to address trade and investment concerns; facilitating collection of information which can be analysed for future negotiations; institutionalising monitoring and evaluation mechanisms to understand impacts of previous engagements <p><i>Sanjeev Ahluwalia, Independent Consultant on Economic Regulatory Issues</i></p>
1230-1400	Break for Lunch & Networking
1400-1600	<p>Group Discussion</p> <p><i>A case study on major roles and responsibilities of commercial/economic sections of a foreign mission for promoting trade and investment will be prepared. A set of 'issues' will be posed for discussion.</i></p>
1600-1630	Break for Tea/Coffee & Networking
1630-1730	<p>Presentations from Group Discussion</p> <p><i>Groups will be asked to present 'what, why and how to address the relationship between Ministry of Commerce & Industry and other relevant sectoral ministries/departments and foreign missions for promoting trade and investment' and there will be discussion on their presentations.</i></p>
Day 3 (Wednesday) : 26.03.2014	
0930-1000	<p>'Recap of Day Two'</p> <p>Archana Jatkar, Coordinator & Deputy Head, CUTS Centre for International Trade, Economics & Environment</p> <p>Chenai Mukumba, Assistant Policy Analyst, CUTS Centre for International Trade, Economics & Environment</p>

1000-1030	Break for Tea/Coffee & Networking
1030-1230	<p>India's Strategy on Trade and Investment Negotiations</p> <ul style="list-style-type: none"> • <u>Identification of product/services for negotiations</u>: analyses of commodities/sectoral strengths through a market share analysis (and other techniques); target setting and integrated actions for trade and investment promotion in/from priority countries, particularly for capturing a place in regional/global value chains; enabling technology acquisitions, facilitating access to trade finance; using technology to run simulations, cost-benefit analyses, sustainability impact assessment, etc. • <u>Learning from the history of India's trade and investment negotiations</u>: lessons from India's bilateral/regional/multilateral negotiations on trade and investment issues <p><i>Bipul Chatterjee, Deputy Executive Director, CUTS International</i></p>
1230-1400	Break for Lunch & Networking
1400-1600	<p>Group Discussion</p> <p><i>A case study on trade-offs in trade and investment negotiations and how to analyse trade-offs through cost-benefit analysis will be prepared. A set of 'issues' will be posed for a simulation exercise.</i></p>
1600-1630	Break for Tea/Coffee & Networking
1630-1730	<p>Presentations from Group Discussion</p> <p><i>Groups will be asked to present 'results of their simulation exercise – what trade-offs they have considered, why and how they have arrived at those trade-offs through cost-benefit analysis' and there will be discussion on their presentations.</i></p>
1730-1800	<p>Closing & Feedback</p> <p><i>Participants will be asked to provide their feedback.</i></p> <p>Archana Jatkar, Coordinator & Deputy Head, CUTS Centre for International Trade, Economics & Environment</p> <p>Chenai Mukumba, Assistant Policy Analyst, CUTS Centre for International Trade, Economics & Environment</p>