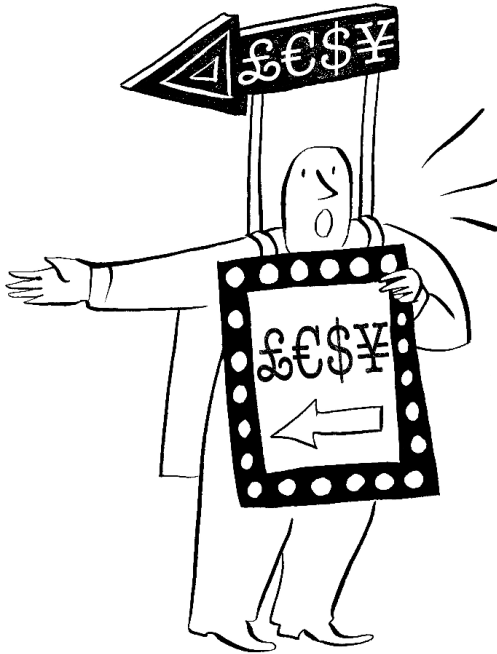


# Trade Policy and Trade Negotiating Skills



One-week professional development workshop  
12 to 16 November 2018



BRITISH ACCREDITATION COUNCIL  
ACCREDITED SHORT COURSE PROVIDER

PAi is accredited by the  
British Accreditation Council  
for Independent Further and Higher Education

### **About the workshop**

Global exports of goods account for approximately 19 trillion US dollars annually while services represent some 5 trillion US dollars. Trade policy is a complex area which sets the framework for these vast flows, bringing together aspects of economics, development policy, law and diplomacy. Trade policy officials need to handle a wide spectrum of issues in order to achieve effective results for their countries.

Increasingly, international donors are developing policies to promote trade with and among developing countries as an important contribution to economic welfare. For example, Aid for Trade assistance provides support for partner countries' efforts to develop and expand their trade as leverage for growth and poverty reduction. According to the World Trade Organisation, so-called South-South trade (i.e. exports from developing economies to other developing economies) has increased steadily since 2000, reaching 52 per cent of developing countries' total merchandise exports in 2014. The UK Department for International Development has also identified trade as a key driver for economic growth.

### **Who is it for?**

This special UK workshop on trade policy is intended for policy advisers and senior decision-makers in governments dealing with trade policy and negotiations, including goods, services and investment. The workshop will cover both the theory and practice of the UK's experience of trade policy by:

- Providing an overview of the subject, with an emphasis on lessons learnt and best international practice
- Ensuring that you gain a good understanding of the strengths and weaknesses of trade policy, its key features and its terminology
- Visiting key government and private sector agencies and engaging with practitioners and key experts
- Considering how governments ensure that trade policy delivers both prosperity and fairness while protecting the environment and social conditions
- Exploring with tutors and practitioners current UK views and experience of trade policy.

### **How participants will benefit**

The workshop will benefit participants by highlighting best practice and providing examples of how trade can be mutually beneficial for countries involved and their businesses.

This workshop will:

- Examine the nature of international trade flows including global supply chains, customs facilitation, import substitution and the interaction with domestic policies
- Explore the role of trade policy in promoting exports of services, protecting intellectual property and attracting inward investment
- Look at the linkages between trade and development, including best practices for achieving successful negotiating outcomes
- Focus on the interaction between trade and other significant policy areas such as labour rights and environmental action
- Introduce you to key practitioners in government and private organisations
- Broaden your knowledge of the UK and European Union framework within which trade policy is negotiated and decided
- Give you an opportunity to network with counterparts in the UK and internationally to share ideas and to develop personal and organisational links for future support.

### What the workshop will cover

The workshop will comprise briefing sessions, discussions and visits. It has some scope for flexibility to allow it to be adjusted wherever practicable to meet your specific requirements and those of your organisation.

You will be invited to give brief informal presentations on your own country's trade policy system and its current issues of particular interest or significance.

You will also be briefed about practical action planning and asked to develop a personal action plan for implementation on your return home.

### Programme outline

	AM	PM
Day 1	Welcome and introductions <b>Introduction: what is trade policy?</b> <ul style="list-style-type: none"><li>– Origins, key concepts, WTO agreements and preferential trading arrangements</li><li>– Services and intellectual property</li><li>– Trade and development policy</li><li>– Dispute settlement, accessions and waivers</li></ul>	<b>The UK, the European Union and trade</b> <ul style="list-style-type: none"><li>– The EU's role in trade policy: history, laws, institutions and key players</li><li>– Dispute settlement and trade defence instruments</li><li>– EU regional and preferential trade agreements</li><li>– The likely effects of Brexit</li></ul>
Day 2	<i>Visits to the Department for International Trade and the Department for International Development</i>	<b>Trade negotiating skills</b> <ul style="list-style-type: none"><li>– An overview of the techniques necessary to achieve successful trade negotiations, with examples</li></ul>
Day 3	<b>Trade analysis</b> <ul style="list-style-type: none"><li>– Political and economic approaches to trade policy, trade promotion and poverty reduction</li><li>– Key WTO member countries and their approach to trade policy</li></ul>	<b>Trade and inward investment</b> <ul style="list-style-type: none"><li>– How governments can best attract and retain direct foreign investment</li><li>– The environment, labour rights, public procurements, competition and investment</li></ul>
Day 4	<b>Working with the private sector</b> <ul style="list-style-type: none"><li>– Trade promotion, customs facilitation, addressing obstacles to trade and opening up new trading opportunities</li></ul>	<i>Visit to a private sector organisation responsible for promoting the trading interests of its members</i>
Day 5	<b>Trade skills for government officials</b> <ul style="list-style-type: none"><li>– Experience-sharing and best international practice</li></ul>	Review, evaluation and follow-up Presentation of certificates of attendance

We reserve the right to change the programme as necessary.

### **Language**

The workshop is conducted in English. You will need to have a good working knowledge of the language.

### **Location and arrival arrangements**

The workshop is based in central London. We can arrange travel to and from one of the London airports into central London if you let us have your flight arrival details in good time. The cost of airport transfers is included in the workshop fee.

### **Fees**

The fee for the workshop will be £2,250. It includes tuition, travel to and from the airport in London, travel on scheduled visits which form part of the programme<sup>1</sup>, presentation material and other documentation. It also includes an Android tablet for you to use during the workshop and take home with you. We also provide a light lunch and refreshments during each working day as part of the fee.

### **Other costs**

Airfares and daily travel to and from the workshop venue are not included. Our workshops are non-residential and you are responsible for your accommodation costs. We can help you with booking hotel accommodation so please let us know if you would like us to advise you or make a reservation. We suggest that you should allow approximately £160 per day for a modest standard of hotel (for example, three-star), local travel in the UK, meals (apart from a light lunch on working days) and other incidental expenses.

### **Value Added Tax**

We do not have to charge UK Value Added Tax (VAT) if you can provide written confirmation from your government or its accredited representative that you are “employed by the government in furtherance of its sovereign activities”. In all other cases, we will have to charge VAT (currently 20%) in addition to the fee.

### **Ways to pay**

You, or your government agency, can pay by bank transfer or by cheque made payable to Public Administration International. We accept payment by credit or debit card but there is a surcharge for this way of paying. Please contact us if you would like to pay by credit or debit card.

### **Discounts**

We offer a 10% reduction on the full tuition fee if we receive payment no later than 21 days before the first day of the workshop. If we receive payment after that, we will charge the full tuition fee.

Additional discounts may be available. Please contact us if you would like to discuss options.

### **Cancellation**

If you have to cancel your booking, you must let us know in writing and we will acknowledge in writing your cancellation.

### **Substitutions and transfers**

If you have booked a place on a workshop and are not able to attend, we will accept a substitute at any time without penalty but our normal terms and conditions will apply. Also, it is possible to transfer to a future workshop but only one transfer is permitted. Please get in touch with us and we will advise you about transfers.

*Please see our website for our full terms and conditions. If you would prefer a hard copy of our full terms and conditions, please let us know.*

***<http://www.public-admin.co.uk/terms-and-conditions-for-booking/>***

### **Insurance**

We advise you to arrange travel and health insurance cover before you leave your home country.

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<sup>1</sup>Travel to and from the airport in London and on scheduled visits in the programme are provided at cost.

## Workshop Director

The Workshop Director is Matthew Cocks, formerly a senior civil servant in the UK Department of Trade and Industry DTI - now the Department for Business, Energy and Industrial Strategy. Matthew has extensive policy experience, including in the Government's Small Business Service and Better Regulation Executive. He also had substantial contact with industry during his 23 years at DTI. He is now an independent adviser on policy issues. His recent work includes projects with the Brazilian and Croatian governments on regulatory impact assessment and with the Estonian government on competitiveness.

## Who we are

PAI (Public Administration International) specialises in management consultancy, training and development services for organisations in, and associated with, the public sector worldwide. We provide advice and support for governments going through political, economic, structural and legislative change. Our extensive network of associates includes practitioners, academics and independent consultants. Our key objectives are promoting good governance and good practice in delivering public services. This workshop is one of a number of specialist UK-based professional development workshops designed to meet the needs of public services worldwide.

## We pride ourselves on our:

- High quality, practical advice and support for our clients
- Professionalism and integrity
- Ability to offer excellent value for money
- Sound experience and track record internationally
- Networks and partnerships across the world
- Flexible, collaborative approach
- Friendliness and focus on putting people first.

## How to apply

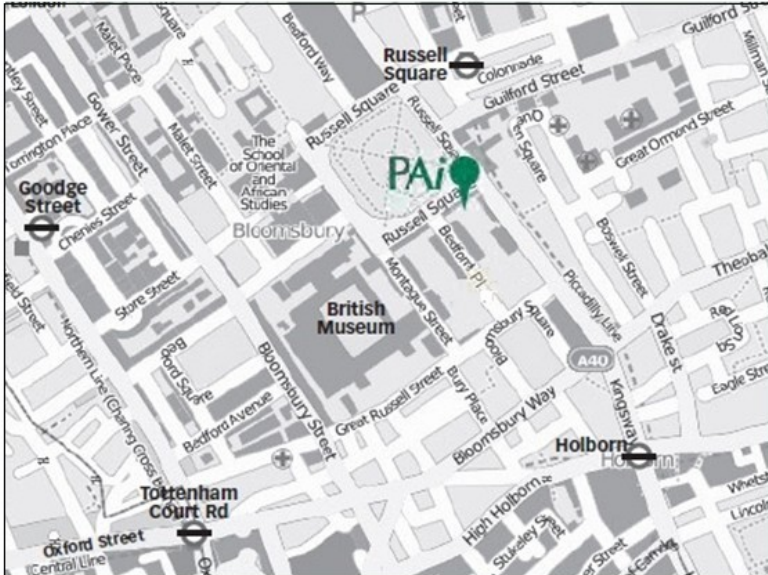
Please complete the PAI application form and post, fax or email it to Clare Walters, Programme Manager, at the address on the bottom of the page.

You can also apply online via our website [www.public-admin.co.uk](http://www.public-admin.co.uk)

If you would like to discuss this workshop, any of our other international workshops or our consultancy services, please contact Claire Cameron, Director.

We also have extensive experience of designing tailor-made training (from one day to two or three weeks) which can be run in your own country or in the UK to meet the specific needs of groups or individuals at all levels within your organisation. Please contact us if you would like further information.

## Where we are



## Public Administration International

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