

Five-Day Capacity-Building Program on OPENNESS TO TRADE: NEGOTIATING FREE TRADE AGREEMENTS

organized by

*the Department of Commerce, Government of India and
Centre for Trade and Investment Law, Indian Institute of Foreign Trade, New Delhi*

with the support of

*World Trade Organization's Chairs Programme and
Centre for Trade and Economic Integration, Graduate Institute, Geneva*

12 – 16 September 2022

Vanijya Bhawan, 16 Akbar Road, New Delhi

Monday, 12 September 2022 (Day 01)

TIME	SESSION	SPEAKER(S)
09:30 AM – 10:00 AM	Opening Ceremony	
10:00 AM – 11:00 AM	Openness to Trade	Dr. Harsha Vardhana Singh <i>Senior Fellow, Council on Emerging Market Enterprises, Fletcher School of Law and Diplomacy and former Deputy Director-General, WTO</i>
Break		
11:05 AM – 12:10 PM	Introduction to FTAs and their role in achieving India's economic and geo-political goals	Dr. Harsha Vardhana Singh <i>Senior Fellow, Council on Emerging Market Enterprises, Fletcher School of Law and Diplomacy and former Deputy Director-General, WTO</i>
Tea/Coffee Break		
12:25 PM – 01:30 PM	FTA – Lawyer's way of Negotiating	Mr. V. Lakshmikumar <i>Founder and Managing Partner, Lakshmikumar & Sridharan Attorneys</i>
Lunch		

Tuesday, 13 September 2022 (Day 02)

TIME	SESSION	SPEAKER(S)
09:30 AM – 10:45 AM	Introduction to Public International Law: its sources and nature	Prof. Tomer Brode <i>Dean, Hebrew University of Jerusalem</i>
Tea/Coffee Break		
11:00 AM – 12:10 PM	Rule of Law in FTAs and correlating other international commitments with FTA obligations - Rules of interpretation - Customary International Law, including the VCLT - Multilateral Environment Agreements - International Labour Agreements	Prof. Tomer Brode <i>Dean, Hebrew University of Jerusalem</i> Prof. James J. Nedumpara <i>Head, Centre for Trade and Investment Law (CTIL)</i>
Break		
12:15 PM – 01:30 PM	Practical Session: Drafting Chapter Text	Mr. Dmitry Grozoubinski <i>Executive Director Geneva Trade Platform</i>
Lunch		

Wednesday, 14 September 2022 (Day 03)

TIME	SESSION	SPEAKER(S)
02:15 PM – 03:15 PM	Fundamentals of Trade Law - Non-Discrimination Principles, Transparency, Dispute Settlement	Dr. Manuel Sanchez Miranda <i>Lecturer, International Law, Graduate Institute, Geneva</i>
Tea/Coffee Break		
03:30 PM – 04:30 PM	Emerging Issues in FTAs (I) - Enforcement and Compliance provisions for non-trade chapters such as Environment, Labour, Gender, MSMEs, Anti- Corruption, etc.	Mr. Pierre Sauvé <i>Senior Trade Specialist World Bank Group's Trade and Competitiveness Global Practice</i>
Break		
04:35 PM – 05:35 PM	Strategies for Ground Level Trade Negotiations - A Conceptual Framework based on Economic Theory and Practice	Prof. Sugata Marjit <i>Distinguished Professor, Indian Institute of Foreign Trade (IIFT)</i>
Tea/Coffee Break		
05:45 PM – 07:30 PM	Practical Session: Use of Data / Analytics in Negotiations - How data and modelling is traditionally used in negotiations - Sources of data (DOC, DGCIS, ITC, trade map, WTO, TAO, etc.) - Understanding different forms of economic modelling	Dr. Simon Evenett <i>Director, Global Trade Alert</i> Mr. Dmitry Grozoubski <i>Executive Director Geneva Trade Platform</i>
Tea/Coffee Break		
07:45 PM – 08:30 PM	Negotiating Free Trade Agreements in an Era of Strategic Competition, Industrial Policy Promotion, and Social Justice Enhancement	Prof. Raj Bhala <i>Brenneisen Distinguished Professor, University of Kansas School of Law and Senior Advisor, Dentons U.S. LLP</i>
Dinner		

Thursday, 15 September 2022 (Day 04)

TIME	SESSION	SPEAKER(S)
Lunch (12:30 PM onwards)		
01:30 PM – 02:30 PM	<p>Emerging Issues in FTAs (II)</p> <ul style="list-style-type: none"> - Investment provisions and FDI policies - Participation of Civil Society Organizations and NGOs 	<p>Mr. Pierre Sauvé <i>Senior Trade Specialist World Bank Group's Trade and Competitiveness Global Practice</i></p>
Tea/Coffee Break		
02:45 PM – 04:00 PM	<p>Preparing for the Negotiations</p> <ul style="list-style-type: none"> - Common Negotiation theories and strategies - Negotiation Stages - Reducing the Complexity - Intercultural Negotiations 	<p>Mr. Dmitry Grozoubski <i>Executive Director Geneva Trade Platform</i></p>
Break		
04:05 PM – 05:30 PM	<p>Practical Session: Changing Minds (Stakeholder Whispering)</p>	<p>Mr. Dmitry Grozoubski <i>Executive Director Geneva Trade Platform</i></p>

Friday, 16 September 2022 (Day 05)

TIME	SESSION	SPEAKER(S)
04:30 PM – 06:00 PM	<p>Practical Session: Negotiating Agreements from India's perspective</p> <ul style="list-style-type: none"> - Multilateral vs. Bilateral Negotiations - Stakeholder engagement - Mandate Development - Addressing India's sensitivities 	<p>Dr. Harsha Vardhana Singh <i>Senior Fellow, Council on Emerging Market Enterprises, Fletcher School of Law and Diplomacy and former Deputy Director-General, WTO</i></p>
Tea/Coffee Break		
06:15 PM – 07:30 PM	Practical Session: FTA utilisation and aftermath of negotiating FTA	<p>Dr. Ajit Ranade <i>Former President and Chief Economist, Aditya Birla Group</i></p>
07:30 PM – 08:00 PM	Closing Ceremony	
Dinner		