

Training Seminar on Trade Diplomacy**
New Delhi, 28 June to 1 July 2006

| Time | Day 1 (2006.06.28) | Day 2 (2006.06.29) | Day 3 (2006.06.30) | Day 4 (2006.07.01) |
|-------------|---|--|---|--|
| 0930-1100 | <p>Session 1: <i>Opportunities & Challenges in a Globalising Economy</i></p> <p>Prabir Sengupta Director General, Indian Institute of Foreign Trade, New Delhi</p> <p>Shrawan Nigam Consultant, Planning Commission & Hony. Advisor, CUTS</p> | <p>Session 5: <i>Effective Communication in Commercial Diplomacy – Verbal & Nonverbal</i></p> <p>Prof. Om Gupta Dean, Jagannath Institute of Communication and Design, New Delhi</p> <hr/> <p>Writing Effective Resolutions</p> <p>Kishan Rana</p> | <p>Session 9: <i>Simulation of Trade Negotiations</i></p> <p>Kishan Rana</p> | <p>Session 13: <i>Case studies and Simulation of trade dispute resolution</i></p> <p style="text-align: center;">&</p> <p>Evaluation of Dispute Resolution Simulation</p> <p>Suhail A Nathani</p> |
| 1100-1130 | Tea Break | | | |
| 1130-1300 | <p>Session 2: <i>Introduction to Effective Commercial Diplomacy</i></p> <p>Geza Feketekuty President Institute for Trade & Commercial Diplomacy, USA and Kishan Rana Former Ambassador of India, and Trustee, Diplodialogue, Switzerland</p> | <p>Session 6 & 7: <i>Effective Negotiation in Commercial Diplomacy followed by Short Simulation</i></p> <p>Geza Feketekuty</p> | <p>Session 10: <i>Finalisation of WTO resolution</i></p> <p>Kishan Rana</p> | <p>Session 14: <i>Evaluation of the Seminar and Proceedings</i></p> <p>Geza Feketekuty</p> <hr/> <p>Closing Session:</p> <p>Dr. S Narayan Former Finance Secretary of India and Economic Advisor to Prime Minister</p> |
| 1300-1400 | Lunch Break | | | |
| 1400-1530 | <p>Session 3: <i>The Analytical Framework for Effective Commercial Diplomacy</i></p> <p>Geza Feketekuty and Kishan Rana</p> | <p>Previous Session Continues...</p> | <p>Session 11: <i>Alternate Dispute Resolution</i></p> <p>KumKum Sen Partner, Rajinder Narain & Co.</p> | |
| 1530-1600 | Tea Break | | | |

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| 1600-1730 | <p>Session 4: <i>The Social Structure Dynamics of International Negotiations & the Negotiator's Dilemma</i></p> <p>Rohit Mehtani, International Business Consultant, Indian Institute of Foreign Trade</p> | <p>Session 8: <i>Simulation on WTO Plenary Session</i></p> <p>Kishan Rana</p> | <p>Session 12: <i>Dispute Settlement in the WTO</i></p> <p>Dr. Vijaya Katti & Suhail A Nathani</p> <p>Partner, Economic Law Practices, Mumbai</p> | |
| | <p><i>Simulation Session: Application of the Analytical framework to a Case</i></p> <p>Kishan Rana</p> | | | |

As on June 07, 2006