



TRAINING WORKSHOP ON DIPLOMACY IN INTERNATIONAL TRADE

Jointly organised by:

CUTS Institute for Regulation & Competition, India; Indian Institute of Foreign Trade, India and Institute for Trade & Commercial Diplomacy, USA



Supported by:

Government of India
Ministry of Commerce & Industry
Department of Commerce

June 28 – July 1, 2006
At IIFT Campus, New Delhi, India

Background

Globalization and interdependence compel governments to pay greater attention to external economic policy. Protection and maximisation of domestic commercial interests is increasingly taking centre stage in the formulation of national policy.

Emergence of global trading systems e.g. the World Trade Organisation, regional/bilateral trade and investment agreements are offering new opportunities and challenges. Hence, the scope and role of diplomacy too is undergoing a paradigm shift and commercial interests are increasingly dictating political relationships amongst nations.

WTO and other trade agreements have a direct impact on domestic businesses. Governments set the international framework conditions, but they are increasingly aided by a wide spectrum of domestic stakeholders. Public-private partnerships represent the model for effective governance of this process. Given this, having a sound understanding of negotiation processes is of paramount importance to negotiators, civil servants and businesses as that would help in working together more effectively to advance their legitimate interests. This becomes crucial as the stakes at trade negotiations are often very high, for both government and businesses, and the likely cost of failure is huge.

Civil servants and business leaders require to realign themselves with the changed priorities and augment their capacities to comprehend commercial diplomacy and understand the effective use of negotiating tools and tactics.

Training in commercial diplomacy in India has been virtually absent, this programme represents an innovative venture, involving several partners who bring to this programme their special competences. It is therefore that the CUTS Institute for Competition and Regulation (CIRC) has teamed up with the Indian Institute of Foreign Trade and the Institute of Trade & Commercial Diplomacy to offer this four-day state of the art customised training programme.

Objectives

- Provide a comprehensive perspective of the global economic system and how it affects trade and investment flows
- Explain principles and processes of Commercial Diplomacy and contrast with traditional diplomacy
- Impart basic negotiation skills
- Exposure to negotiation processes through conducting real case analysis/simulation of trade negotiations
- Explaining the nuances involved in drafting an effective resolution/agreement

Content

- Opportunities and challenges in a global economy
- Analytical Framework for Effective Commercial Diplomacy
- Effective Negotiation in Commercial Diplomacy
- Simulation on Trade Negotiations
- Dispute Settlement and real case studies on dispute settlement

Resource Persons

The resource persons for the training programme comprise eminent experts, practitioners and academicians in the field of commercial diplomacy and related matters, both from India and abroad.

Geza Feketekuty

President, Institute for Trade & Commercial Diplomacy, USA
(Former US negotiator on services in the Uruguay Round)

Prabir Sengupta

Director General, Indian Institute of Foreign Trade, New Delhi, India (Former Commerce Secretary of India having been the chief negotiator at Doha)

Kishan Rana

Senior Fellow, DiploFoundation and Professor Emeritus, Foreign Service Institute, New Delhi

Paranjoy Guha Thakurta

Director, School of Convergence, New Delhi

Suhail Nathani

Partner, Economic Law Practice, Mumbai

Gourab Banerji

Senior Advocate, Supreme Court of India

See Programme Schedule on our website for the latest.

Who should attend

Officials in government departments dealing with international trade directly or indirectly, officials in foreign missions, corporate strategists and negotiators

Course Fees

The fees will be Rs.25,000 per participant. Accommodation is not included in the fees. The fee is non refundable, though substitution is permissible on prior intimation. Accommodation, which is not included in the fees, is available at the IIFT.

What else do you get

- The training kit (including exhaustive study material)
- **Inside Diplomacy** by Kishan Rana
- Publications of CUTS, ITCD and IIFT
- Conference lunch and tea/coffee

Venue

Indian Institute of Foreign Trade

IIFT Bhawan, B-21, Qutub Institutional Area, New Delhi 110016
Tel: 91-11-26965124, 26965051, Fax: 91-11-26853956

For accommodation, please contact:
Mr. Dilip Gopalkrishnan, IIFT
(M) 9312890962, 26968318

How to Apply

The application form (CDS.01) is available on www.circ.in/forms.html

The application along with bank draft (programme fee payable to Consumer Unity & Trust Society, Jaipur) should reach us at:

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