



## ▶ **Advanced Trade Policy Course**

# **COURSE BOOKLET**

**20 January - 13 March 2014**

**Geneva, Switzerland**



*One must learn by doing the thing; for though you think you know it, you have no certainty until you try.*  
*Sophocles*

## Course description:

The ATPC, a Level 3 training activity implemented within the WTO progressive learning framework, represents the highest level of learning among WTO training activities.

The course is targeted at government officials who are directly involved in WTO-related work and who already possess a sound knowledge of the general features of the WTO system and the WTO Agreements. Due to the applied nature of the ATPC, participants are expected to be actively involved throughout the course to further consolidate their knowledge and develop new skills through practice and case-based learning.

The purpose of the ATPC is to develop participants' autonomy in conducting WTO-related work by: (i) encouraging critical thinking to explore the linkages between WTO rules and disciplines and countries' trade policies and interests in the multilateral trading system; and (ii) enhancing analytical and negotiating skills to engage in trade policy formulation and implementation, monitoring and surveillance, WTO negotiations or dispute settlement.

Both legal and economic aspects of WTO rules and disciplines will be examined in a series of interactive sessions focussing on case studies, simulations and exercises, including hands-on use of WTO databases and analytical tools available online. Roundtable discussions will provide a platform for practical exchanges, sharing of experiences and best practices as well as debating present-day trade topics. Participants will be given individual/group assignments and are also expected to prepare and deliver a brief presentation relating to their country's trade policy topic by the end of the two-month course.

The course also includes visits to other international organizations active in trade-related matters as well as attendance at selected meetings of WTO bodies and briefings on WTO work-in-progress. Contacts with WTO Secretariat officials and delegates and representatives from Missions and other international organizations are also a common feature.

## Table of contents

Introduction to the ATPC, and WTO Resources .....	5
Trade Policy Formulation, Analysis and Implementation .....	6
Trade Disputes and Enforcement, Moot Court Exercise .....	10
Setting the Framework to Make Trade Work .....	12
Negotiation Skills .....	14
Transparency, Notifications and Monitoring and Surveillance .....	16
Trade Policy Presentations Project .....	18
Trade-related Technical Assistance; and Wrap up of the ATPC .....	18
YOUR Geneva-based Courses Unit (GBCU) TEAM .....	20



## Introduction to the ATPC, and WTO Resources

Introduction

<b>Objectives</b> <i>At the end of the module, participants are expected to have:</i>		<b>Module</b>	<b>Method of delivery</b>	<b>WTO Secretariat/ External Speakers</b>	<b>Duration (in days)</b>
<ul style="list-style-type: none"> <li>Completed set up and familiarization with the ATPC Virtual Classroom and the WTO.</li> <li>Received a conceptual overview of the Course and Evaluations as well as an explanation of the Trade Policy Presentations project.</li> </ul>		Opening, Administrative matters; Logistics, PC set up; Overview of the Course, Evaluations and Trade Policy Presentations project	Hands-on use of the Virtual Classroom; conceptual overview of the Course, ATPC evaluation tools, and distribution of the Trade Policy Presentations project	Opening-Course Patron; ITTC; ITSD	0.75
<ul style="list-style-type: none"> <li>Improved knowledge of access to information/documentation and experience in using WTO resources and databases.</li> </ul>		WTO Resources (Interpretation, Website, Documents Online, Library); Guided tour of the WTO	Hands-on use of WTO Resources and Documents Online	LDIMD - Interpretation Section, Official Documents and Records Section, Library; EIRD	0.25



## Trade Policy Formulation, Analysis and Implementation

Global value chains and moving products and services across borders... and right to regulate

<b>Objectives</b> <i>At the end of the module, participants are expected to have:</i>		<b>Module</b>	<b>Method of delivery</b>	<b>WTO Secretariat/ External Speakers</b>	<b>Duration (in days)</b>
<ul style="list-style-type: none"> <li>Built knowledge about global value chains (GVCs), their development implications, and trade policy to facilitate integration and upgrading in GVCs.</li> </ul>		Trade Architecture: Global Value Chains and their Role in Development	<b>Presentation and roundtable discussion</b>	ERSD, MAD, TSD, TED, Development - CTD SS Unit	0.5
<ul style="list-style-type: none"> <li>Understood what a tariff is from a policy, legal and economic viewpoint and be able to differentiate it from other charges which may be charged at customs.</li> <li>Developed capacity to autonomously read a WTO Schedule of concessions and understand the requirements for modifying tariff concessions.</li> <li>Understood how an import licence is defined in the WTO and become familiar with WTO rules and transparency requirements regulating such instruments.</li> <li>Understood how WTO agreements define “quantitative restrictions” and what is the economic impact of new restrictions; and become familiar with WTO rules and notification obligations related to such instruments.</li> <li>Become familiar with the concept of origin, the methods which are most commonly used to determine the origin of a product (value addition, tariff shift, and process-specific criteria) and understood the impact that different rules of origin have on market access, trade and investment.</li> <li>Understood the existing WTO requirements related to rules of origin.</li> <li>Developed the ability to critically assess the various impacts that the introduction of trade barriers could have (tariff increases, quotas, licences, etc.).</li> </ul>		Market Access, Non-tariff Measures and Customs Matters (Tariffs and Tariff Concessions, Quantitative Restrictions, Import Licensing and Rules of Origin) Simulation - Protecting National Fruit Producers	Presentations, exercises, Q&As, case studies (including role-play game) and discussion	MAD	2.5
<ul style="list-style-type: none"> <li>Acquired advanced skills in using the Market Access databases as source of information for tariff and trade negotiations and trade policy analysis and increased skills in interpreting the statistics available in the online tools and their trade implications.</li> <li>Gained understanding of several search tools offered by the I-TIP as well as data limitations (heterogeneity in the degree of protection given by each type of measure, missing information on in-force notifications, different updating periods), and used simplified paths in the I-TIP application.</li> </ul>		Case preparation: Databases and analytical tools (IDB and CTS through TAO, Tariff Download Facility, World Tariff Profiles, I-TIP)	Hands-on use of WTO databases, practical case and exercises	ERSD - Statistics -Market Access Intelligence Section	1.5
<ul style="list-style-type: none"> <li>Built knowledge on ex-ante analysis of trade policy changes.</li> </ul>		Using trade research and analysis in policy making	Presentation of analytical and empirical tools and hands-on exercise (group work) with SMART	ERSD	0.5



## Trade Policy Formulation, Analysis and Implementation *(continued)*

*Global value chains and moving products and services across borders... and right to regulate*

<b>Objectives</b> <i>At the end of the module, participants are expected to have:</i>		<b>Module</b>	<b>Method of delivery</b>	<b>WTO Secretariat/ External Speakers</b>	<b>Duration (in days)</b>
<ul style="list-style-type: none"> <li>• Gained experience in the work of the Committee on Agriculture (regular session).</li> </ul>		Committee on Agriculture - 72nd Regular Meeting	Briefing and attendance at a WTO Committee meeting	ITTC - GBCU	0.5
<ul style="list-style-type: none"> <li>• Strengthened knowledge about the main principles of the SPS Agreement.</li> </ul>		SPS Case Studies	Case studies, group presentations and exercises	AGCD - SPS Section	1.0
<ul style="list-style-type: none"> <li>• Deepened knowledge of TBT disciplines by presenting - in group - relevant jurisprudence dealing with measures on different areas (environment, human health, etc.).</li> <li>• Considered the relationship between GATT and TBT by including a presentation on an environmental dispute with TBT claims and another with GATT claims.</li> </ul>		Dispute Settlement Cases: Clove, COOL, Tuna II, and Tyres	Group presentations	TED	1.0
<ul style="list-style-type: none"> <li>• Gained an overview of the latest issues in the area of trade and climate change.</li> <li>• Exchanged information and relevant experiences with experts in the field of trade and climate change.</li> </ul>		Trade and Environment: Trade and Climate Mitigation Measures	Briefing and roundtable discussion	TSD, TED, External Speakers - ISO, ICTSD	0.5



## Trade Disputes and Enforcement, Moot Court Exercise

Managing trade disputes

<b>Objectives</b> <i>At the end of the module, participants are expected to have:</i>		<b>Module</b>	<b>Method of delivery</b>	<b>WTO Secretariat/ External Speakers</b>	<b>Duration (in days)</b>
<ul style="list-style-type: none"> <li>Explored different options WTO developing country Members have to defend their interests in the multilateral trading system.</li> <li>Discussed the interaction between the negotiation and dispute settlement options for Members to defend their interests at the WTO.</li> <li>Considered concrete examples on the functioning of the WTO disciplines on subsidies contained in the Agreement on Subsidies and Countervailing Measures and their enforcement through the WTO Dispute Settlement mechanism.</li> </ul>		"Cotton" Case	Case study and exercises	Development, Rules	1.0
<ul style="list-style-type: none"> <li>Consolidated understanding of:                             <ul style="list-style-type: none"> <li>export finance concepts within the overall framework of WTO subsidies disciplines;</li> <li>the current WTO disciplines applying to export finance, based on the Cotton dispute;</li> <li>DDA agriculture negotiations in the field of export finance.</li> </ul> </li> </ul>		"Export Credits" Case	Presentation, dispute settlement case, group work, and discussion	AGCD, ITTC - GBCU	1.0
<ul style="list-style-type: none"> <li>Consolidated knowledge on the key concepts and obligations of the GATS.</li> <li>Enhanced understanding of the GATS provisions and their implications.</li> <li>Reviewed examples from Schedules of Specific Commitments and developed analytical skills needed to interpret an entry in a Schedule.</li> </ul>		GATS Implementation - Selected Issues	Discussion and Q&As	TSD	1.0
<ul style="list-style-type: none"> <li>Enhanced understanding of various aspects of the dispute settlement process.</li> <li>Strengthened capacity to engage in, and manage, trade disputes.</li> </ul>		Dispute Settlement Procedures	Practical considerations arising in the course of WTO dispute settlement proceedings	LAD, ABS	1.0
<ul style="list-style-type: none"> <li>Gained practical experience in applying WTO dispute settlement rules and procedures via a Moot Court exercise.</li> </ul>		Moot Court Exercise	Exercise, small group work, drafting of written submissions, presentation at oral hearing, and Moot Court	TSD, LAD, ABS	3.0
<ul style="list-style-type: none"> <li>Gained a better understanding of the future challenges of the DS system, including issues considered as part of the DSU negotiations.</li> <li>Explored some of the key challenges faced by developing countries in the DS process.</li> </ul>		Future Challenges in WTO Dispute Settlement	Roundtable discussion	LAD, ABS	0.5



## Setting the Framework to Make Trade Work

Making trade work

<b>Objectives</b> <i>At the end of the module, participants are expected to have:</i>		<b>Module</b>	<b>Method of delivery</b>	<b>WTO Secretariat/ External Speakers</b>	<b>Duration (in days)</b>
<ul style="list-style-type: none"> <li>Strengthened understanding of linkages between the WTO rules on TRIPS (geographical indications, trademarks and patents) and agriculture.</li> </ul>		Selected TRIPS Issues	Presentations and exercises	IPD	0.5
<ul style="list-style-type: none"> <li>Highlighted WTO rules related to agricultural policy, SPS policy and intellectual property.</li> <li>Been provided with a platform for discussing the interaction between economic and legal analyses of policies related to international trade.</li> <li>Gained economic analysis skills necessary to evaluate policy options that would affect private sector outcomes.</li> </ul>		"Banana Shake" Case	Case study	IPD, AGCD	1.0
<ul style="list-style-type: none"> <li>Become aware of WIPO's past and present and its role in public policy.</li> <li>Broadened perspectives on issues related to trade and intellectual property, including innovation (e.g. alternative sources of energy) and technology transfer and linkages with global value chains.</li> </ul>		Intellectual Property: Innovation, Technology Transfer and Linkages with Global Value Chains	Presentation at WIPO; Simulation exercises on Transfer of Technology and Licensing	WIPO	0.5
		Study Tour (tbc)			0.5
<ul style="list-style-type: none"> <li>Received briefing on the outcomes of the 9th WTO Ministerial Conference in Bali.</li> <li>Discussed Post-Bali Global Trade Governance issues, including future WTO work programme.</li> </ul>		Briefing on MC9 and Roundtable Discussion on Post-Bali Global Trade Governance	Briefing and roundtable discussion	IERD; External Speakers: WTO Chairs (tbc); Global Economic Governance Programme - University of Oxford	0.5



## Negotiation Skills

Enhancing negotiating skills / Negotiating to join

<b>Objectives</b> <i>At the end of the module, participants are expected to have:</i>		<b>Module</b>	<b>Method of delivery</b>	<b>WTO Secretariat/ External Speakers</b>	<b>Duration (in days)</b>
<ul style="list-style-type: none"> <li>Enhanced negotiating skills and knowledge of participants concerning appropriate strategies and tactics for the conduct of negotiations, as well as techniques of systematic decision analysis for monitoring and managing the negotiating process.</li> <li>Enhanced understanding of the WTO Trade Negotiations process.</li> <li>Been equipped to effectively negotiate for their Governments in sub-regional, regional and multilateral trade negotiations.</li> </ul>		Trade Negotiations Skills Simulation	Simulation	ITTC - ATNS Unit, TNS Facilitators	5.0
<ul style="list-style-type: none"> <li>Gained knowledge to allow an active participation in Accession Working Parties by participants, both from Members and Acceding Governments.</li> </ul>		Accessions: Safeguarding and Strengthening the Rules-based Multilateral Trading System	Presentation, exercises, Q&As and discussion	Accessions	0.5
<ul style="list-style-type: none"> <li>Exchanged views on the developmental significance of government procurement, possibly stimulating fresh thinking.</li> <li>Identified the improvements embodied in the revised WTO Agreement on Government Procurement (GPA) of 2012.</li> <li>Considered the feasibility/pros and cons of accession to the Agreement by developing/emerging economies, and the relevance of related initiatives at the regional level.</li> </ul>		Government Procurement: An Emerging Issue for Developing Countries?	Presentation, Q&As and discussion	IPD	0.5
<ul style="list-style-type: none"> <li>Enhanced understanding of:                             <ul style="list-style-type: none"> <li>- new Agreement on Trade Facilitation;</li> <li>- requirements to benefit from special and differential treatment;</li> <li>- steps towards implementation.</li> </ul> </li> </ul>		Agreement on Trade Facilitation	Presentation and Q&As	TPRD - Trade Facilitation Section, Trade Policy Section	1.0
<ul style="list-style-type: none"> <li>Understood the objectives and structure of the ITA (plurilateral, selective scope).</li> <li>Been able to critically assess the benefits of the ITA since its adoption and discuss the possible benefits for their countries of joining the agreement.</li> </ul>		Information Technology Agreement (ITA) and ITA Expansion Negotiations	Presentation and Q&As	MAD	0.5
		Study Tour - Bern (tbc)			1.0





# Transparency, Notifications and Monitoring and Surveillance

Objectives <i>At the end of the module, participants are expected to have:</i>		Module	Method of delivery	WTO Secretariat/ External Speakers	Duration (in days)
<ul style="list-style-type: none"> <li>Gained experience in the work of the TPRB.</li> </ul>		Trade Policy Review Body - Review of Tonga	Briefing and attendance at the Trade Policy Review of Tonga	TPRD - Trade Policy Section	0.5
<ul style="list-style-type: none"> <li>Become familiar with:                             <ul style="list-style-type: none"> <li>- economics of trade policy instruments, based upon case studies of Trade Policy Reviews;</li> <li>- background and operation of monitoring mechanism;</li> <li>- main trends in trade policy since the 2007-2008 financial crisis.</li> </ul> </li> </ul>		Trade Policy Review Mechanism / Monitoring and Surveillance	Case study - selected TPRs, and discussion	TPRD - Trade Policy Section, Monitoring Section	0.5
<ul style="list-style-type: none"> <li>Gained knowledge in the application of WTO rules and procedures relating to RTAs.</li> </ul>		Regional Trade Agreements and the WTO	Case study – a selected RTA, and discussion	TPRD - Regional Trade Agreements Section	0.5
<ul style="list-style-type: none"> <li>Explored different situations that justify using different types of trade remedy measures and the policy implications of the choice made by the authorities of the importing country.</li> <li>Considered key complexities and practical challenges faced in an anti-dumping investigation and how they may be addressed.</li> </ul>		Trade Remedies in Perspective	Case study, simulation and group discussions	Rules	0.5
<ul style="list-style-type: none"> <li>Enhanced knowledge of the TBT and SPS Information Management System (IMS) and Notification Submission System (NSS).</li> <li>Practiced preparing notifications using the NSS and searching for information using the IMS.</li> </ul>		TBT and SPS Notification Submission System and Information Management System	Exercises and hands-on use of online databases	TED, AGCD - SPS Section	0.5
<ul style="list-style-type: none"> <li>Gained hands-on experience in retrieving notifications and other documents from WTO online sources.</li> <li>Enhanced autonomy in handling notifications and related matters.</li> </ul>		"Coffee" Case	Case study and hands-on use of online databases	ITTC - Course Design and Training Section	1.0
<ul style="list-style-type: none"> <li>Enhanced ability to manage the process of preparing notifications.</li> <li>Strengthened ability to participate in the review of notifications under WTO Committees (e.g. The Review Process under the Committee on Agriculture).</li> </ul>		Notifications and the Review Process: Coordination and Communication	Survey, Q&As, discussion and hands-on use of online databases	ITTC - GBCU	0.5



## Trade Policy Presentations Project

Transparency roadmap

Objectives <i>At the end of the module, participants are expected to have:</i>		Module	Method of delivery	WTO Secretariat/ External Speakers	Duration (in days)
<ul style="list-style-type: none"> <li>Strengthened ability to engage in evidence-based analysis of trade policies taking into account economic, legal and political considerations as well as the overall national interest.</li> <li>Enhanced capacity to extract information about complex issues from a range of sources, and use it to prepare and present recommendations in a clear and concise manner.</li> <li>Gained appreciation of the importance of transparency and the open review and discussion of policy decisions and their rationale.</li> <li>Enhanced communication and presentation skills through a specialized workshop.</li> </ul>		Trade Policy Presentations Project (including Communications skills workshop)	Presentations by ATPC participants, Q&As and discussion	ITTC - GBCU, IPD, Consultant - Swissnova	3.5

## Trade-related Technical Assistance; and Wrap up of the ATPC

Wrapping up and looking forward

Objectives <i>At the end of the module, participants are expected to have:</i>		Module	Method of delivery	WTO Secretariat/ External Speakers	Duration (in days)
<ul style="list-style-type: none"> <li>Become familiar with the enterprise manager's perspective in realizing trade opportunities.</li> </ul>		Briefing at the International Trade Centre (ITC) (tbc)	Interactive session using cases and real enterprise examples	ITC	0.5
<ul style="list-style-type: none"> <li>Enhanced knowledge and understanding of WTO and other TRTA programmes and procedures, coordination and coherence in providing TRTA (Aid for Trade, STDF, EIF, ITTC, UNCTAD).</li> </ul>		Trade-related Technical Assistance	Presentations, film and Q&As	Development - AFT; AGCD - SPS Section -STDF Unit; ITTC; Enhanced Integrated Framework Executive Secretariat; UNCTAD	0.75
<ul style="list-style-type: none"> <li>Discussed the ATPC learning experience, case-based approach, applied focus of the Course.</li> <li>Evaluated the ATPC and provided comments to the organizers.</li> </ul>		ATPC Conceptual wrap up, Final Evaluation and Oral Feedback, Administrative matters, and Closing	Discussion and written and oral evaluation of the ATPC	ITTC; Closing-Course Patron	0.75



# YOUR Geneva-based Courses Unit (GBCU) TEAM

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