



## ▶ **Advanced Trade Policy Course**

# **COURSE BOOKLET**

**1 June – 23 July 2015**

**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 a 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.



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## Glossary of WTO divisions

ABS – Appellate Body Secretariat  
AGCD – Agriculture and Commodities Division  
EIRD – Information and External Relations Division  
ERSD – Economic Research and Statistics Division  
IPD – Intellectual Property Division  
ITSD – Information Technology Solutions Division  
ITTC – Institute for Training and Technical Cooperation

LAD – Legal Affairs Division  
LDIMD – Languages Documentation and Information Management Division  
MAD – Market Access Division  
TED – Trade and Environment Division  
TSD – Trade in Services Division  
TPRD – Trade Policy Review Division



# Introduction to the ATPC, and WTO Resources

## Objectives

*At the end of the module, participants are expected to have:*

- Completed set up and familiarization with the ATPC Virtual Classroom and the WTO.
  - Received a conceptual overview of the Course and Evaluations
- 
- Improved knowledge of access to information/documentation and experience in using WTO resources and databases.



	<b>Module</b>	<b>Method of delivery</b>	<b>WTO Secretariat/ External Speakers</b>	<b>My notes</b>
	Opening, Administrative matters; Logistics; Overview of the Course and Evaluations	Hands-on use of the Virtual Classroom; conceptual overview of the Course, ATPC evaluation tools	Opening-Course Patron; ITTC; ITSD	
	WTO Resources (Interpretation, Website, Documents Online, Library, Virtual Classroom); Guided tour of the WTO	Hands-on use of WTO Resources and Documents Online	LDIMD - Interpretation Section, Official Documents and Records Section, Library; EIRD	



# Trade Policy Formulation, Analysis and Implementation

## Objectives

*At the end of the module, participants are expected to have:*

- Built knowledge about global value chains (GVCs), their development implications, and trade policy to facilitate integration and upgrading in GVCs.
- 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.
- Developed capacity to autonomously read a WTO Schedule of concessions and understand the requirements for modifying tariff concessions.
- Understood how an import licence is defined in the WTO and become familiar with WTO rules and transparency requirements regulating such instruments.
- 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.
- 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.
- Understood the existing WTO requirements related to rules of origin.
- Developed the ability to critically assess the various impacts that the introduction of trade barriers could have (tariff increases, quotas, licences, etc.).
- 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.
- 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.
- Built knowledge of tools for trade analysis.
- Analysed trade flows and international markets using ITC's Trade Map.
- Analysed tariffs and other market requirements in order to identify markets with favourable market access conditions using ITC's Market Access Map.
- Prepared for trade negotiations by simulating tariff reduction scenarios using ITC's Market Access Map.



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

	<b>Module</b>	<b>Method of delivery</b>	<b>WTO Secretariat/ External Speakers</b>	<b>My notes</b>
	Trade Architecture: Global Value Chains and their Role in Development	Presentation and roundtable discussion	ERSD, MAD, TSD, TED, Development	
	Market Access, Non-tariff Measures and Customs Matters (Tariffs and Tariff Concessions, Quantitative Restrictions, Import Licensing and Rules of Origin) Simulation - Protecting National Fish Products	Presentations, exercises, Q&As, case studies (including role-play game) and discussion	MAD	
	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	
	Tools for trade analysis	Presentation of analytical tools for analysing trade	ERSD - International Trade Statistics Section	
	Briefing on the International Trade Centre (ITC)	Interactive session using cases, exercises, databases and simulation	ITC	



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

<b>Objectives</b> <i>At the end of the module, participants are expected to have:</i>	
<ul style="list-style-type: none"><li>• Strengthened knowledge about the main principles of the SPS Agreement.</li><li>• Enhanced knowledge of the SPS Information Management System (IMS)</li></ul>	
<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><li>• Enhanced knowledge of the TBT Notification Submission System (NSS).</li></ul>	
<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>	

## Setting the Framework to Make Trade Work

<b>Objectives</b> <i>At the end of the module, participants are expected to have:</i>	
<ul style="list-style-type: none"><li>• Refreshed knowledge of the Agreement on Agriculture.</li><li>• Received briefing about the Bali Decisions and Declaration.</li><li>• Been prepared for the «Cotton» and «Banana Shake» cases.</li></ul>	
<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>	





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

	<b>Module</b>	<b>Method of delivery</b>	<b>WTO Secretariat/ External Speakers</b>	<b>My notes</b>
	SPS Case Studies	Case studies, group presentations and exercises	AGCD - SPS Section	
	TBT Cases	Group presentations	TED	
	Information Technology Agreement (ITA) and ITA Expansion Negotiations	Presentation and Q&As	MAD	

*Making trade work*

	<b>Module</b>	<b>Method of delivery</b>	<b>WTO Secretariat/ External Speakers</b>	<b>My notes</b>
	Agreement on Agriculture	Presentation, Q&As, exercises and hands-on database use; and attendance to the Committee on Agriculture	AGCD	
	Selected TRIPS Issues	Presentations and exercises	IPD	



## Setting the Framework to Make Trade Work *(continued)*

### Objectives

*At the end of the module, participants are expected to have:*

- Highlighted WTO rules related to agricultural policy, SPS policy and intellectual property.
- Been provided with a platform for discussing the interaction between economic and legal analyses of policies related to international trade.
- Gained economic analysis skills necessary to evaluate policy options that would affect private sector outcomes.
- Become aware of WIPO's past and present and its role in public policy.
- 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.
- Been updated on developments in Trade and Environment at the WTO.
- Consolidated knowledge of the main environment-related provisions of the GATT/WTO, including case law (Article XX of GATT 1994), in order to highlight the balance between trade and environment concerns.
- Received briefing on the implementation of MC9 including results so far and remaining work.
- Discussed Post-Bali Global Trade Governance issues, including future WTO work programme.



	<b>Module</b>	<b>Method of delivery</b>	<b>WTO Secretariat/ External Speakers</b>	<b>My notes</b>
	"Banana Shake" Case	Case study	IPD, AGCD	
	Intellectual Property: Innovation, Technology Transfer and Linkages with Global Value Chains	Presentation at WIPO; Simulation exercises on Transfer of Technology and Licensing	WIPO	
	Trade and Environment	Briefing, discussion and quiz	TED	
	Briefing on the Developments at the WTO and Roundtable Discussion on Post-Bali Global Trade Governance	Briefing and roundtable discussion	IERD; Council and TNC; External Speakers: WTO Ambassadors (tbc); Global Economic Governance Programme - University of Oxford	



# Negotiation Skills

## Objectives

*At the end of the module, participants are expected to have:*

- Enhanced negotiating skills and refined understanding of strategies and tactics for the conduct of negotiations.
- Enhanced understanding of the WTO Trade Negotiations process.
- Consolidated knowledge on the key concepts and obligations of the GATS.
- Enhanced understanding of the GATS provisions and their implications.
- Reviewed examples from Schedules of Specific Commitments and developed analytical skills needed to interpret an entry in a Schedule.
- Become familiar with request-offer negotiations, analyzed existing commitments and the level of market opening, prepared initial and revised offers, explored flexibilities and participated in bilateral negotiations.
- Gained knowledge to allow an active participation in Accession Working Parties by participants, both from Members and Acceding Governments.
- Exchanged views on the developmental significance of government procurement, possibly stimulating fresh thinking.
- Identified the improvements embodied in the revised WTO Agreement on Government Procurement (GPA) of 2012.
- 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.
- Enhanced understanding of:
  - new Agreement on Trade Facilitation;
  - requirements to benefit from special and differential treatment;
  - steps towards implementation.



## Enhancing negotiating skills / Negotiating to join

	<b>Module</b>	<b>Method of delivery</b>	<b>WTO Secretariat/ External Speakers</b>	<b>My notes</b>
	Trade Negotiations Skills Simulation	Simulation	ITTC-GBCU	
	GATS Implementation - Selected Issues GATS Negotiations Simulation	Discussion and Q&As, Simulation Exercise	TSD	
	Accessions: Safeguarding and Strengthening the Rules-based Multilateral Trading System	Presentation, exercises, Q&As and discussion	Accessions	
	Government Procurement: An Emerging Issue for Developing Countries?	Presentation, Q&As and discussion	IPD	
	Agreement on Trade Facilitation	Presentation, Q&As and attendance to the Preparatory Committee on Trade Facilitation	MAD - Trade Facilitation Section	



# Trade Disputes and Enforcement, Moot Court Exercise

## Objectives

*At the end of the module, participants are expected to have:*

- Enhanced understanding of various aspects of the dispute settlement process.
  - Strengthened capacity to engage in, and manage, trade disputes.
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- Explored different options WTO developing country Members have to defend their interests in the multilateral trading system.
  - Discussed the interaction between the negotiation and dispute settlement options for Members to defend their interests at the WTO.
  - 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.
- 
- Gained practical experience in applying WTO dispute settlement rules and procedures via a Moot Court exercise.
- 
- Gained a better understanding of the future challenges of the DS system, including issues considered as part of the DSU negotiations.
  - Explored some of the key challenges faced by developing countries in the DS process.



## Managing trade disputes

	<b>Module</b>	<b>Method of delivery</b>	<b>WTO Secretariat/ External Speakers</b>	<b>My notes</b>
	Dispute Settlement Procedures	Practical considerations arising in the course of WTO dispute settlement proceedings	LAD, ABS	
	"Cotton" Case	Case study and exercises	Development, Rules	
	Moot Court Exercise	Exercise, small group work, drafting of written submissions, presentation at oral hearing, and Moot Court	TSD, LAD, ABS	
	Future Challenges in WTO Dispute Settlement	Briefing, Roundtable discussion	LAD, ABS	



# Transparency, Notifications and Monitoring and Surveillance

## Objectives

*At the end of the module, participants are expected to have:*

- Become familiar with:
  - economics of trade policy instruments, based upon case studies of Trade Policy Reviews;
  - background and operation of monitoring mechanism;
  - main trends in trade policy since the 2007-2008 financial crisis.
- Gained knowledge in the application of WTO rules and procedures relating to RTAs.
- 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.
- Considered key complexities and practical challenges faced in an anti-dumping investigation and how they may be addressed.
- Gained hands-on experience in retrieving notifications and other documents from WTO online sources.
- Enhanced autonomy in handling notifications and related matters.
- Received briefing on the political system, institutions and economic affairs, including trade policy, of Switzerland
- Guided tour of the United Nations Building





## Transparency roadmap

	<b>Module</b>	<b>Method of delivery</b>	<b>WTO Secretariat/ External Speakers</b>	<b>My notes</b>
	Trade Policy Review Mechanism / Monitoring and Surveillance	Case study – selected TPRs, and discussion; attendance to the Trade Policy Review of the European Union	TPRD - Trade Policy Section, Monitoring Section	
	Regional Trade Agreements and the WTO	Case study – a selected RTA, and discussion	TPRD - Regional Trade Agreements Section	
	Trade Remedies in Perspective	Presentations and Q&As	Rules	
	"Coffee" Case	Case study and hands-on use of online databases	ITTC - Course Design and Training Section	
	Study Tour - Bern	Meeting with the Swiss Authorities in Bern	Switzerland - State Secretariat for Economic Affairs (SECO), WTO Division	
	Tour - Palais des Nations Geneva	Guided tour carried out by Staff of the United Nations	UN staff	



# Trade Policy Presentations Project

## Objectives

*At the end of the module, participants are expected to have:*

- 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.
- 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.
- Gained appreciation of the importance of transparency and the open review and discussion of policy decisions and their rationale.
- Enhanced communication and presentation skills through a specialized workshop.

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

## Objectives

*At the end of the module, participants are expected to have:*

- Enhanced knowledge and understanding of WTO and other TRTA programmes and procedures, coordination and coherence in providing TRTA (Aid for Trade, STDF, ITTC, EIF, UNCTAD).
- Discussed the ATPC learning experience, case-based approach, applied focus of the Course.
- Evaluated the ATPC and provided comments to the organizers.



## Transparency roadmap

	<b>Module</b>	<b>Method of delivery</b>	<b>WTO Secretariat/ External Speakers</b>	<b>My notes</b>
	Trade Policy Presentations Project (including Communications skills workshop)	Presentations by ATPC participants, Q&As and discussion	ITTC - GBCU, Consultant – Swissnova, Panel of discussants - TPRD	

## Wrapping up and looking forward

	<b>Module</b>	<b>Method of delivery</b>	<b>WTO Secretariat/ External Speakers</b>	<b>My notes</b>
	Trade-related Technical Assistance	Presentations, film and Q&As, and attendance to the 5 <sup>th</sup> Global Review on Aid for Trade	Development - AFT; AGCD - SPS Section -STDF Unit; ITTC; EIF; UNCTAD;	
	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	



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