



## ▶ **Advanced Trade Policy Course**

# **COURSE BOOKLET**

**23 May – 15 July 2016**

**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

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>My notes</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</li> </ul>		Opening, Administrative matters; Logistics; Virtual Classroom 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	
<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; IERD	



## 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>My notes</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> <li>Obtained perspectives on trade and industrial policy.</li> </ul>		Trade Architecture: Global Value Chains and their Role in Development	Presentation and roundtable discussion	ERSD, MAD, TSD, TED, Development	
<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 Fish Products	Presentations, exercises, Q&As, case studies (including role-play game) and discussion	MAD	
<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	
<ul style="list-style-type: none"> <li>Built knowledge on ex-ante analysis of trade policy changes.</li> </ul>		Tools for trade analysis	Presentation of analytical tools for analysing trade	ERSD - International Trade Statistics Section	



## 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>My notes</b>
<ul style="list-style-type: none"> <li>Analysed trade flows and international markets using ITC's Trade Map.</li> <li>Analysed tariffs and other market requirements in order to identify markets with favourable market access conditions using ITC's Market Access Map.</li> <li>Prepared for trade negotiations by simulating tariff reduction scenarios using ITC's Market Access Map.</li> </ul>		Capacity building in trade data and analysis - International Trade Centre (ITC)	Interactive session using cases, exercises, databases and simulation	ITC	
<ul style="list-style-type: none"> <li>Consolidated skills and gained autonomy as regards the databases and analytical tools presented in the first two weeks of the ATPC.</li> </ul>		Trade data and analytical tools project	Hands-on use of online databases and analytical tools; preparation of a briefing note	ITTC – GBCU; ERSD – Market Access Intelligence Section	
<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	MAD - Trade Facilitation Section	
<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> <li>Received briefing on the Nairobi Ministerial Declaration on the Expansion of Trade in IT Products.</li> </ul>		Information Technology Agreement (ITA)	Presentation and Q&As	MAD	

## 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>My notes</b>
<ul style="list-style-type: none"> <li>Refreshed knowledge of the Agreement on Agriculture.</li> <li>Received briefing about the Nairobi Ministerial Declaration and Decisions.</li> <li>Been prepared for the "Cotton" and "Banana Shake" cases.</li> </ul>		Agreement on Agriculture	Presentation, Q&As, exercises and hands-on database use; attendance to the Committee on Agriculture	AGCD	



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

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>My notes</b>
<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>		SPS Case Studies	Case studies, group presentations and exercises	AGCD - SPS Section	
<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>		TBT Cases	Group presentations; attendance to the Committee on Technical Barriers to Trade	TED	
<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	
<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	
<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 (IP), including economics of IP, innovation and knowledge transfer as well as university-industry linkages.</li> <li>IP licensing as a tool for knowledge transfer - Hypothetical case as a base for licensing negotiation.</li> </ul>		Intellectual Property: WIPO Seminar on Innovation and Knowledge Transfer	Presentations at WIPO; Hypothetical case and licensing negotiation	WIPO	
<ul style="list-style-type: none"> <li>Been updated on developments in Trade and Environment at the WTO.</li> <li>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.</li> </ul>		Trade and Environment	Briefing, discussion and quiz	TED	
<ul style="list-style-type: none"> <li>Received briefing on the political system, institutions and economic affairs, including trade policy, of Switzerland.</li> </ul>		Study Tour - Bern	Meeting with the Swiss Authorities in Bern	Switzerland - State Secretariat for Economic Affairs (SECO), WTO Division	



# 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>My notes</b>
<ul style="list-style-type: none"> <li>Received briefing on the MC10 including results and work ahead.</li> <li>Discussed Post-Nairobi Global Trade Governance issues, including future WTO work programme.</li> </ul>		Briefing on the Developments at the WTO and Roundtable Discussion on Post-Nairobi Global Trade Governance	Briefing and roundtable discussion	Council and TNC; External Speakers: WTO Ambassadors (tbc)	
<ul style="list-style-type: none"> <li>Enhanced negotiating skills and refined understanding of strategies and tactics for the conduct of negotiations.</li> <li>Enhanced understanding of the WTO trade negotiations process.</li> </ul>		Trade Negotiations Skills	Simulation	ITTC-GBCU	
<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> <li>Become familiar with request-offer negotiations, analysed existing commitments and the level of market opening, prepared initial and revised offers, explored flexibilities and participated in bilateral negotiations.</li> </ul>		GATS Implementation - Selected Issues GATS Negotiations Simulation	Discussion and Q&As, Simulation Exercise	TSD	
<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 and Q&As	Accessions Division	
<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	



## 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>My notes</b>
<ul style="list-style-type: none"> <li>Enhanced understanding of various aspects of the dispute settlement (DS) 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	
<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 Division, Rules Division	
<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	
<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	Briefing, roundtable discussion	LAD, ABS	





# Transparency, Notifications, and Monitoring and Surveillance

<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>My notes</b>
<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; attendance to the Trade Policy Review of Zambia	TPRD - Trade Policy Section, Monitoring Section	
<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	
<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	Presentations and Q&As	Rules Division	
<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	



## 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	My notes
<ul style="list-style-type: none"> <li>• Considered the effects of tariffs and other trade policy instruments.</li> <li>• Discussed rationale for governments to intervene, including the infant industry argument for protection.</li> <li>• Discussed the history of industrial policy.</li> </ul>		Trade and Industrial Policy Framework	Presentation and Q&As	ERSD	
<ul style="list-style-type: none"> <li>• Enhanced capacity to analyse trade-related information from a variety of sources and identify key policy elements.</li> <li>• Strengthened ability to formulate trade policies taking into account a range of different and possibly conflicting considerations.</li> <li>• Gained greater appreciation of the importance of formulating trade policies through a process of interactive review.</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, ERSD, Consultant – Swissnova, Panel of discussants – ERSD, TPRD	

## 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	My notes
<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, ITTC, EIF, UNCTAD).</li> </ul>		Trade-related Technical Assistance	Presentations, film and Q&As	Development - AFT; AGCD - SPS Section -STDF Unit; ITTC; EIF; UNCTAD	
<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	



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