

**Regional course on
Key Issues on the International Economic Agenda
Medellin, Colombia
26-28 July 2011**

Module 5: The multilateral trading system and regional trade agreements

Day 1: Tuesday 26 of July

Session 1: Multilateral and regional trade negotiations

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| 9:00 - 9:45 | Presentation 1: The post-crisis global economic scenario and implications for trade policy in Latin America
(will address: The current economic context and changes in trade relations within the region and between Latin America and northern trading partners) <ul style="list-style-type: none">○ José Durán (ECLAC) |
| 9:45 - 10:20 | Q & A on Presentation 1 |
| 10:20-10:35 | Coffee break |
| 10:35 - 11:25 | Presentation 2: Overview of developments in the Doha Round of Multilateral Negotiations - from a development perspective <ul style="list-style-type: none">○ Luisa Rodriguez (UNCTAD) |
| 11:25 - 12:15 | Q & A on Presentation 2 |
| 12:15 - 14:15 | Lunch break |
| 14:15 - 15:05 | Presentation 3: Agriculture negotiations in the WTO - from a development perspective <ul style="list-style-type: none">○ Luisa Rodriguez (UNCTAD) |
| 15:05 - 15:45 | Q & A on Presentation 3 |
| 15:45 - 16:00 | Coffee break |
| 16:00 - 16:20 | Presentation 4: Negotiations on Non-Agricultural Market Access (NAMA) - from a development perspective <ul style="list-style-type: none">○ Luisa Rodriguez (UNCTAD) |

- 16:20 - 16:40 Presentation 5: Impact assessment, on Latin American countries, of proposals regarding sectoral NAMA market access
- José Durán (ECLAC)
- 16:40 - 17:00 Q & A on Presentation 4 and 5

Day 2: Wednesday 27 of July

- 9:00 - 9:40 Presentation 6: Emerging Trends with respect to the scope and type of provisions and agreements emerging from RTA/FTA negotiations (Government procurement, environmental standards and labor standards, IPRs and services)
- Luisa Rodriguez (UNCTAD)
- 9:40 - 10:30 Q & A on Presentation 6
- 10:30 - 10:45 Coffee break
- 10:45 - 11:30 Presentation 7: Methodological Framework to prepare trade negotiations and assess trade agreements
- José Durán (ECLAC)
- 11:30 - 12:15 Q & A on Presentation 7
- 12:15 - 14:15 Lunch break
- 14:15 - 15:45 Presentation 8: Assessment of trade arrangements between Latin America and the European Union
- José Durán (ECLAC)
- 15:45 - 16:00 Q & A on Presentation 8
- 16:00 - 16:15 Coffee break
- 16:15 - 15:45 Presentation 9: Assessment of the US FTA on Colombia's trade, investment and growth/development
- Natalia Escobar (EAFIT)
- 16:45 - 17:00 Q & A on Presentation 9

Day 3: Thursday 28 of July

Session 2: Services related issues and preparation of simulation exercise

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| 9:00 - 9:50 | Presentation 9: Multilateral disciplines and negotiations in the WTO - from a development perspective <ul style="list-style-type: none">○ Luisa Rodriguez (UNCTAD) |
| 9:50 - 10:30 | Q & A on Presentation 9 |
| 10:30 - 10:45 | Coffee break |
| 10:45 - 11:35 | Presentation 10: Key provisions regarding scheduling and guiding principles to prepare services requests and offers <ul style="list-style-type: none">○ Luisa Rodriguez (UNCTAD) |
| 11:35 - 12:15 | Q & A on Presentation 10 |
| 12:15 - 14:15 | Lunch break |
| 14:15 - 15:05 | Presentation 11: Key issues regarding the financial sector for developing countries <ul style="list-style-type: none">- Relevant issues in the context of WTO negotiations for this sector- Regulatory trends<ul style="list-style-type: none">○ Luisa Rodriguez (UNCTAD) |
| 15:05 - 15:45 | Q & A on Presentation 11 |
| 15:45 - 16:00 | Coffee break |
| 16:00 - 16:30 | Wrap of session of Module 5 <ul style="list-style-type: none">- UNCTAD/ECLAC |
| 16:30 - 17:00 | <ul style="list-style-type: none">- Explanation about the simulation exercise- Q&A regarding simulation- Distribution of roles |

Module 6: Services simulation

Day 4: Friday 29 of July

Simulation Exercise on Financial Services

- 9:00 - 9:30 1) Discussion in groups about main policy objectives you would like to see the Government put in place in light of the request of foreign services supplier
2) Writing down proposal
- 9:30 - 10:15 Time to hold bilateral meetings with other groups to exchange views and build alliances
- 10:15 - 10:35 - Briefing by the Ministry of Trade to discuss changes, if any, to its negotiating position in light of consultations held
- The other groups may use this time to provide feedback briefly
- 10:35 - 11:10 - The Ministry of Trade will prepare its position in the form of a GATS schedule
- Break out time for the other groups
- 11:10 - 11:45 - Meeting convened by the Ministry to present the country's position on liberalization of the sector
- Other groups/stakeholders will be allowed to comment on the Government position (where it meets and diverges from the group's interests)
- 11:45 - 12:00 UNCTAD debrief the participants on substantive elements and negotiation techniques related to this exercise