



**MEKONG INSTITUTE**

Supported by Chile International Cooperation Agency for Development (AGCID)  
In collaboration with Undersecretariat of International Economic Affairs (SUBREI) and  
Thailand International Cooperation Agency (TICA)

Organized by  
Mekong Institute (MI)

## Chile – Thailand International Workshop on Trade Negotiation for ASEAN Members

### May 23 to June 7, 2023

(Three day per week through Online Platform)

- May 23, 24, 25, 2023 (Tuesday, Wednesday and Thursday)
- May 30, 31, June 1, 2023 (Tuesday, Wednesday and Thursday)
- June 6-7, 2023 (Tuesday and Wednesday)

Program Schedule<sup>1</sup> (Online Platform - Thailand Time)

Date and Time	08.00 am -08.30 am	08.30 am-08.45 am	08.45 am-09.00 am	09.00 am – 09.50 am	10.00 am -10.50 am	Mode of Delivery
Tuesday, May 23, 2023	<b>Workshop commences / Opening Session</b>			<b>Module 1: Overview of the World Trade System and Trade Negotiation</b>		
	<ul style="list-style-type: none"> <li>▪ Guidance to the online workshop (e.g. presentations, reading materials, assignments, questionnaires, E-learning)</li> <li>▪ Pre-workshop self-assignment</li> <li>▪ VDO Presentations               <ul style="list-style-type: none"> <li>▪ AGCID</li> <li>▪ TICA</li> <li>▪ SUBREI</li> <li>▪ Mekong Institute</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>▪ Welcoming remarks By Mr. Suriyan Vichitlekarn Executive Director, Mekong Institute (MI)</li> <li>▪ Opening remarks By H.E. Mrs. Ureerat Chareontoh Director-General, TICA (Pre-recorded VDO)</li> <li>Mr. Enrique O'Farrill Executive Director AGCID (Pre-recorded VDO)</li> <li>Dr. Claudia Sanhueza Vice Minister SUBREI</li> </ul>	<ul style="list-style-type: none"> <li>▪ Workshop Overview By Mr. Madhurjya Kumar Dutta Director, Trade and Investment Facilitation (TIF) Department, MI</li> </ul>	<ul style="list-style-type: none"> <li>▪ Overview of the world trade system: Chilean experience and joint studies for trade negotiations By Ms. Elena Valpuesta (Simultaneous translation)</li> <li>Mr. Alejandro Gutiérrez AGCID/SUBREI</li> </ul>	<ul style="list-style-type: none"> <li>▪ Trade policy, agreement and negotiation objectives. By Mr. Sebastian Gómez AGCI/SUBREI</li> </ul>	<ul style="list-style-type: none"> <li>▪ The session covers               <ul style="list-style-type: none"> <li>-Live online / presentation</li> <li>-Group work / group discussion / exercise</li> <li>-Q&amp;A</li> </ul> </li> </ul>
			<p style="text-align: center;"><b>[09.50 am -10.00 am]</b></p> <p>Break for 10 minutes</p>	<p style="text-align: center;"><b>[10.50 am-11.00 am]</b></p> <ul style="list-style-type: none"> <li>▪ Daily Session Quizzes through Online Application By MI-TIF Team</li> </ul>		

<sup>1</sup> **REMARK:** Please note that the workshop will be conducted in English.

Date and Time	08.15 am – 08.30 am	08.30 am-09.30 am	09.30 am-09.40 am	09.40 am-10.50 am	10.50 am- 11.00 am	Mode of Delivery
Wednesday, May 24, 2023	<ul style="list-style-type: none"> <li>▪ Recapitulation</li> </ul> <p>By MI-TIF Team</p>	<ul style="list-style-type: none"> <li>▪ Trade Policy Analysis: Ex Ante and Ex Post Agreements Evaluation</li> <li>▪ Multilateral opening;</li> </ul> <p>By Mr. Cristóbal Tabilo Ms. Angélica Romero AGCID/SUBREI</p>	Break for 10 minutes	<ul style="list-style-type: none"> <li>▪ Impact and challenges in global trade value chains.</li> </ul> <p>By Mr. Alvaro Espinoza, and Mr. Mario Benavente, Staff Member, AGCID/SUBREI</p>	<ul style="list-style-type: none"> <li>▪ Daily Session Quizzes through Online Application</li> </ul> <p>By MI-TIF Team</p>	<ul style="list-style-type: none"> <li>▪ The session covers <ul style="list-style-type: none"> <li>-Live online / presentation</li> <li>-Group work / group discussion / exercise</li> <li>-Q&amp;A</li> </ul> </li> </ul>
Thursday, May 25, 2023		<ul style="list-style-type: none"> <li>▪ New Subjects in trade agreements: Flow- up and evaluation:</li> </ul> <p>By Simon Accorsi (Simultaneous translation)</p> <p>Mr. Nelson Paredes (Simultaneous translation) AGCID/SUBREI</p>		<ul style="list-style-type: none"> <li>▪ Chile as a Development Partner for ASEAN Main current negotiations between Chile and Asian countries</li> <li>▪ Overview of Trade Negotiation <ul style="list-style-type: none"> <li>○ “What” is to be negotiated?</li> <li>○ Market access,</li> <li>○ National treatment,</li> <li>○ Additional commitments</li> </ul> </li> </ul> <p>By Ms. Claudia Charles Staff member Asia Division, SUBREI Ms. Angélica Corvalán (Simultaneous translation) Staff member Market Access Division, AGCID/SUBREI</p>		
Tuesday, May 30, 2023		<p><b>Module 3: Negotiation Framework</b></p> <ul style="list-style-type: none"> <li>▪ Negotiation of specific commitments (SPS and TBT)</li> </ul> <p>By Mr. Fernando Catalan AGCID/SUBREI</p>		<ul style="list-style-type: none"> <li>▪ Schedules of specific commitments</li> <li>▪ Approaches to the scheduling of commitments</li> <li>▪ Modification or withdrawal of commitments (Goods)</li> </ul> <p>By Ms. Angélica Corvalán (Simultaneous translation) Staff member Market Access Division, AGCID/SUBREI</p>		

Date and Time	08.15 am – 08.30 am	08.30 am-09.30 am	09.30 am-09.40 am	09.40 am-10.50 am	10.50 am- 11.00 am	Mode of Delivery
Wednesday, May 31, 2023		<ul style="list-style-type: none"> <li>▪ Modification or withdrawal of commitments (Services)</li> <li>▪ Current negotiations under the General Agreement on Trade in Services/Goods</li> </ul> <p>By Mr. Alejandro Buvinic AGCID/SUBREI</p>		<ul style="list-style-type: none"> <li>▪ Chilean experience I digital economy negotiations</li> </ul> <p>By Piero Guasta International Legal Directorate AGCID/SUBREI</p>		
Thursday, June 1, 2023	<ul style="list-style-type: none"> <li>▪ Recapitulation</li> </ul> <p>By MI-TIF Team</p>	<p><b>Module 4: Citizen Participation and Transparency</b></p> <ul style="list-style-type: none"> <li>▪ Citizen Participation <ul style="list-style-type: none"> <li>- Lobby Law</li> <li>- Transparency and Access to Public Information</li> <li>- Civil Society Council</li> <li>- Public consultation.</li> <li>- Information, complaints and suggestions office.</li> </ul> </li> </ul> <p>By Mr. Antonio Aldunate (Simultaneous Translation) AGCID/SUBREI</p>	Break for 10 minutes	<ul style="list-style-type: none"> <li>▪ Dissemination of Trade Agreements</li> </ul> <p>By Ms. Carla Henríquez AGCID/SUBREI</p>	<ul style="list-style-type: none"> <li>▪ Daily Session Quizzes through Online Application</li> </ul> <p>By MI-TIF Team</p>	<ul style="list-style-type: none"> <li>▪ The session covers <ul style="list-style-type: none"> <li>-Live online / presentation</li> <li>-Group work / group discussion / exercise</li> <li>-Q&amp;A</li> </ul> </li> </ul>
Tuesday, June 6, 2023		<p><b>Module 2: ASEAN Trade Tools</b></p> <ul style="list-style-type: none"> <li>▪ Delivering ASEAN Single Window</li> </ul> <p>By Dr. Rajan Sudesh Ratna Deputy Head and Senior Economic Affairs Officer, UNESCAP South and South West Asia Office</p>		<ul style="list-style-type: none"> <li>▪ Overview of ASEAN Trade Repository (ATR)</li> <li>▪ Overview ASEAN Solution for Investments, Services, and Trade (ASSIST)</li> </ul> <p>By Dr. Rajan Sudesh Ratna Deputy Head and Senior Economic Affairs Officer, UNESCAP South and South West Asia Office</p>		

Date and Time	08.15 am – 08.30 am	08.30 am – 10.00 am	10.00 am – 10.20 am	10.20 am – 10.45 am	10.45 am -11.30 am	Mode of Delivery	
Wednesday, June 7, 2023	<ul style="list-style-type: none"> <li>▪ Recapitulation</li> </ul> By MI-TIF Team	<b>Module 5: The Art of Trade Negotiation through Simulation Exercise</b>	Break for 10 minutes	<b>Closing session</b>			<ul style="list-style-type: none"> <li>▪ The session covers               <ul style="list-style-type: none"> <li>-Live online / presentation</li> <li>-Group work / group discussion / exercise</li> <li>-Q&amp;A</li> </ul> </li> </ul>
		<ul style="list-style-type: none"> <li>▪ Guideline for negotiation simulation exercises               <ul style="list-style-type: none"> <li>○ Tools and tactics of negotiation as being an offensive position vs being a defensive position</li> <li>○ Preparing for negotiations: techniques and strategies.</li> </ul> </li> <li>▪ Negotiation simulation exercises.</li> </ul> By Dr. Rajan Sudesh Ratna Deputy Head and Senior Economic Affairs Officer, UNESCAP South and South West Asia Office  MI-TIF Team		<b>10.20 am- 10.30 am.</b>	<ul style="list-style-type: none"> <li>▪ Congratulatory Remarks</li> </ul> By Mr. Suriyan Vichitlekarn, Executive Director, MI	<ul style="list-style-type: none"> <li>▪ Course Report</li> </ul>	
<b>10.30 am – 10.45 am</b>	<ul style="list-style-type: none"> <li>▪ Closing Remarks</li> </ul> By H.E. Mrs. Ureerat Chareontoh, Director-General, TICA	<ul style="list-style-type: none"> <li>▪ Workshop reflection focusing on knowledge and skills gained and utilization / application to workplace</li> </ul> By Representatives from ASEAN countries	Mr. Enrique O'Farrill Executive Director AGCID (TBC)				