

# 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)



## 1. Introduction

The Doha Round is the latest round of trade negotiations among the WTO membership. Its aim is to achieve major reform of the international trading system through the introduction of lower trade barriers and revised trade rules. The work programme covers about 20 areas of trade. The Round is also known semi-officially as the Doha Development Agenda as a fundamental objective is to improve the trading prospects of developing countries. The Round was officially launched at the WTO's Fourth Ministerial Conference in Doha, Qatar, in November 2001. The Doha Ministerial Declaration provided the mandate for the negotiations, including on agriculture, services and an intellectual property topic, which began earlier. The negotiations take place in the Trade Negotiations Committee and specific negotiating groups. Other work under the work programme takes place in WTO councils and committees. Virtually every item of the negotiation is part of a whole and indivisible package and cannot be agreed separately. This is known as the "single undertaking": "Nothing is agreed until everything is agreed"<sup>1</sup>.

Negotiation is a central component of national policy-making processes from setting agendas, to determining what issues are to be addressed by policy makers, exploring options, finding solutions and securing needed support from relevant parties in order to ensure that planned policies are sustainable<sup>2</sup>.

Moving further towards facilitating trade and investment between the countries, policy makers and trade negotiators need to give attention to issues which stretch beyond simply reducing tariffs in goods and services to developmental issues including, negotiations on non-tariff issues like Sanitary and Phytosanitary (SPS) measures involving the recognition of standards, Technical Barriers to Trade (TBT), trade facilitation (including developing transportation networks), reducing customs procedures resulting in reduced transaction costs (thus enhancing price competitiveness), R&D, investment, IPR, Government Procurement, competition policies, rules of origin, Generalized Systems of Preferences (GSP) and more. Trade agreement achievement is ratified and implemented. It is based on the art of trade negotiation as "being in an offensive and/or a defensive position" that provides the mandate for negotiations issues to overcome trade barriers on a range of subjects, and other work including issues concerning the implementation of the agreements.

Underlining the need for ASEAN to accelerate economic recovery from the COVID-19 global pandemic, the meeting launched negotiations for upgrading the ASEAN Trade in Goods Agreement (ATIGA) which Member States have been implementing since 2010. The ATIGA upgrade seeks to ensure that ASEAN remains relevant, modern, forward-looking, and more responsive to regional and global developments and able to contribute to increasing the efficient utilisation of ATIGA for businesses to benefit from regional integration<sup>3</sup>. As of 2020, ASEAN is virtually tariff-free, with tariffs on 98.6% of products fully eliminated under the ASEAN Trade in Goods Agreement (ATIGA). As mandated by AEC 2025 Blueprint and provided in Article 95 of the ATIGA, the Coordinating Committee on the implementation of the ATIGA (CCA) is currently undertaking the ATIGA General Review before the Member States undertake amendments of ATIGA text, which are expected to be completed by 2023<sup>4</sup>.

To further support the private sector in the region, CCA is also developing ASEAN Trade Repository (ATR) since 2016. The ATR provides a single point of access to all trade-related information of ASEAN Member States. The information is linked to a series of interoperable

---

<sup>1</sup> [https://www.wto.org/english/tratop\\_e/dda\\_e/dda\\_e.htm](https://www.wto.org/english/tratop_e/dda_e/dda_e.htm)

<sup>2</sup> <https://www.fao.org/3/bq863e/bq863e.pdf>

<sup>3</sup> <https://asean.org/asean-launches-negotiations-to-upgrade-asean-trade-in-goods-agreement/>

National Trade Repositories (NTRs) that provide and maintain the national-level trade-related information and the actual contents. Furthermore, the ASEAN Solutions for Investments, Services, and Trade (ASSIST) has been developed and implemented. ASSIST is a non-binding and consultative mechanism for the expedited and effective solution of operational problems encountered by ASEAN-based Enterprises on cross-border issues related to the implementation of ASEAN economic agreement. It has now also been expanded to cover Trade in Services<sup>5</sup>. Organizations involved in trade and investment promotion in ASEAN nations, thus, need to be exposed to the growing economic strength of ASEAN and the opportunities and obstacles with economies such as those with China, the Republic of Korea (ROK), Japan, Australia, New Zealand, and India. Other FTAs are with many other nations and regions including Chile are critical for policy makers in ASEAN countries to understand the agenda and objectives and how they can help businesses in their respective countries benefit from the ASEAN regime.

With this background, Mekong Institute (MI) is organizing an online international workshop on “Trade Negotiation for ASEAN Members” with the support of Chile International Cooperation Agency for Development (AGCID), in close coordination and collaboration with Thailand International Cooperation Agency (TICA) and being implemented by MI. The workshop aims to develop the capacity of the practitioners of government organizations in the ASEAN member states and Chile.

## 2. Workshop Objectives

The workshop will focus on the current state-of-play in international trade negotiation and will allow participants to develop a deeper understanding of the global trade system, individual ASEAN member states trade and Chile, tariff and non-tariff measures, ASEAN trade tools such as ATR and ASSIST and key aspects of Chile’s experience that would benefit ASEAN countries. Specific objectives of the workshop are:

- To increase understanding of the status of the trade agreement and negotiation in the ASEAN member states with their trade partners, trade benefits of accessing to WTO;
- To enhance knowledge on the development of trade agreements and negotiation in ASEAN through sharing experiences among the participants and Chile;
- To deepen understanding on key aspects relevant for ASEAN economies to benefit from the Chilean experience.

## 3. Workshop Outcomes

This workshop will be beneficial to organizations involved in trade policy and negotiation development. Understanding the development process of trade negotiation will equip the policy makers and practitioners from government agencies with the necessary skills for greater participation in the policy making process. As an outcome of the workshop, participants will acquire knowledge and practical experience on developing trade negotiation and understanding the prospects of trade with Chile and ASEAN member states. Upon completion, the participant would be able to:

- Better understand the global trade system, existing trade negotiation and emerging issues in the ASEAN countries as well as the significance of ASEAN trade tools;
- Understand effective process, strategies and techniques in trade negotiation.
- Identify possible areas of development and co-operation with ASEAN members and other partners including Chile;

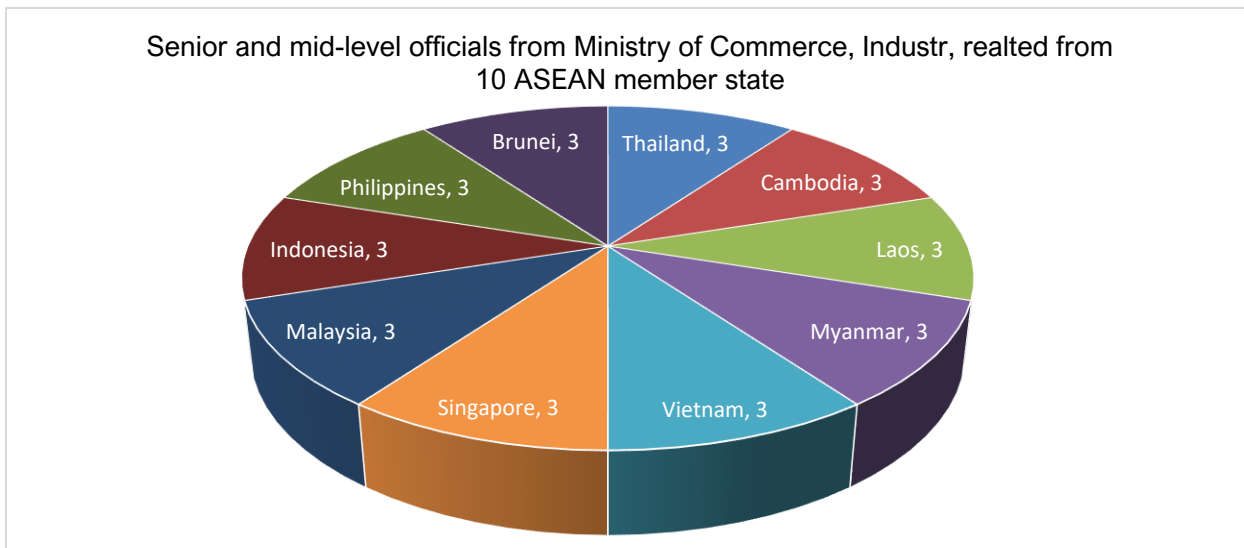
## 4. Target Participants

The program will highlight the importance of ASEAN agreement, negotiation, and the facilitation of trade and investment through a better understanding of policy maker and practitioners in government sectors in trade negotiation development process.

A total of approximately thirty (30) participants are expected to participate namely:

- ASEAN member states : Philippines, Vietnam, Myanmar, Cambodia, Lao PDR, Singapore, Thailand, Brunei, Indonesia, and Malaysia would receive the learning activity.

The professional learning program on “Trade Negotiation for ASEAN Members” will be dealing with policies, strategies, approaches, tools and methodologies with analysis, planning and promoting strategies for developing trade agreements and negotiation. To benefit most from this program, participants should preferably be practitioners and promoters in the field of trade development.



Participants should:

- Be senior and mid-level officials, practitioners and promoters from the ministries of commerce, foreign trade policy/negotiation department, trade promotion agencies, trade policy development and research and training institutes who are directly involved in trade and investment promotion activities;
- Have a basic degree or an equivalent educational background with minimum 3- 5 years of working experience in the trade sector;
- Be able to communicate (speak, understand, read and write) at professional level in English;
- Have sufficient professional capacity to actively participate cross-culturally at an international level;
- Be able to attend the entire workshop;

In addition, MI also encourages a gender balance in participant composition.

## 5. Mode of Workshop

- i. Organizing Country: Chile and Thailand by Mekong Institute (MI)
- ii. Mode of Workshop: Virtual Platform through Zoom Application
- iii. Date and Time from 08.00 am – 11.00 am (Thailand Time GMT+7)
  - May 23-25, 2023 – Tuesday, Wednesday and Thursday
  - May 30 - June 1, 2023 – Tuesday, Wednesday and Thursday
  - June 6-7, 2023 - Tuesday and Wednesday

## 6. Workshop Contents

The program will highlight the importance of ASEAN trade agreement and the facilitation of trade and investment through a better understanding of trade policy makers/negotiators and practitioners in government sectors in trade policy, agreement and negotiation development process. In this learning program, participants will explore five interrelated modules as follow:

### **Module 1: Overview of the World Trade System and Trade Negotiation (3 Days)**

Topics are

- Overview of the world trade system;
- Trade policy, agreement and negotiation objectives;
- Chile's trade negotiation and economic development strategy;
- Unilateral, bilateral and multilateral opening;
- Impact and challenges in global trade value chains.
- Trade negotiations: network of trade agreements together with recent negotiations: Indonesia, India, Modernization with the European Union, United Kingdom, Brazil, EFTA, CPTPP, United Arab Emirates, Paraguay, AP with Singapore, other cases;
- Overview of Trade Negotiation
- "What" is to be negotiated?
  - Market access,
  - National treatment,
  - Additional commitments

### **Module 2: ASEAN Trade Tools (1 Day)**

Topics are

- Delivering ASEAN Single Window
- Overview of ASEAN Trade Repository (ATR)
- Overview ASEAN Solution for Investments, Services, and Trade (ASSIST)

### **Module 3: Negotiation Framework (2 Days)**

Topics are

- "How" negotiations should proceed?
- Negotiation of specific commitments
- Schedules of specific commitments
- Approaches to the scheduling of commitments
- Modification or withdrawal of commitments
- Current negotiations under the General Agreement on Trade in Services/Goods
- Guidelines and procedures for the negotiations
- The Doha Development Agenda

## **Module 4: Preparation for Negotiation (1 Day)**

Topics are

- Objectives of the stakeholder consultations
- Who to include in the consultation process
- Issues to be covered during the consultations
- How to structure the consultation process
- Compiling issues from consultations
- Checklist for negotiators.

## **Module 5: The Art of Trade Negotiation through Simulation Exercise (1 Day)**

This highly interactive module will explore techniques, strategies, and approaches in trade negotiation, and include negotiation simulation exercises.

- The opening presentation will draw on actual experiences from FTA negotiations, and provide a “real world” flavour for the conduct of high-level international trade negotiations.
- Strategies and techniques in trade negotiations will be explicated.
- The remainder of the module will be devoted to negotiation simulation exercise in which participants will be organized into teams and presented with “negotiation scenarios” they must prepare for and execute.

This session will provide participants with practical tools and techniques to apply in actual negotiations, and will challenge participants to employ these skills in realistic simulated trade negotiation exercises, followed by interactive discussions.

## **7. Workshop Assignments**

The assignments will require participants to practice their professional skills and work in cross-national groups. These activities will promote communication skills, regional collaboration and foster a professional network of contacts among participants. Specific assignments will also be provided throughout the learning workshop.

The learning methodology will be designed to foster a greater understanding of the learning content, as well as stimulate sharing and networking among the participants. Interactive experiential learning will be employed. A team of experts in the field of trade policy and negotiation and program moderators will deliver the learning session and will adopt the following methods:

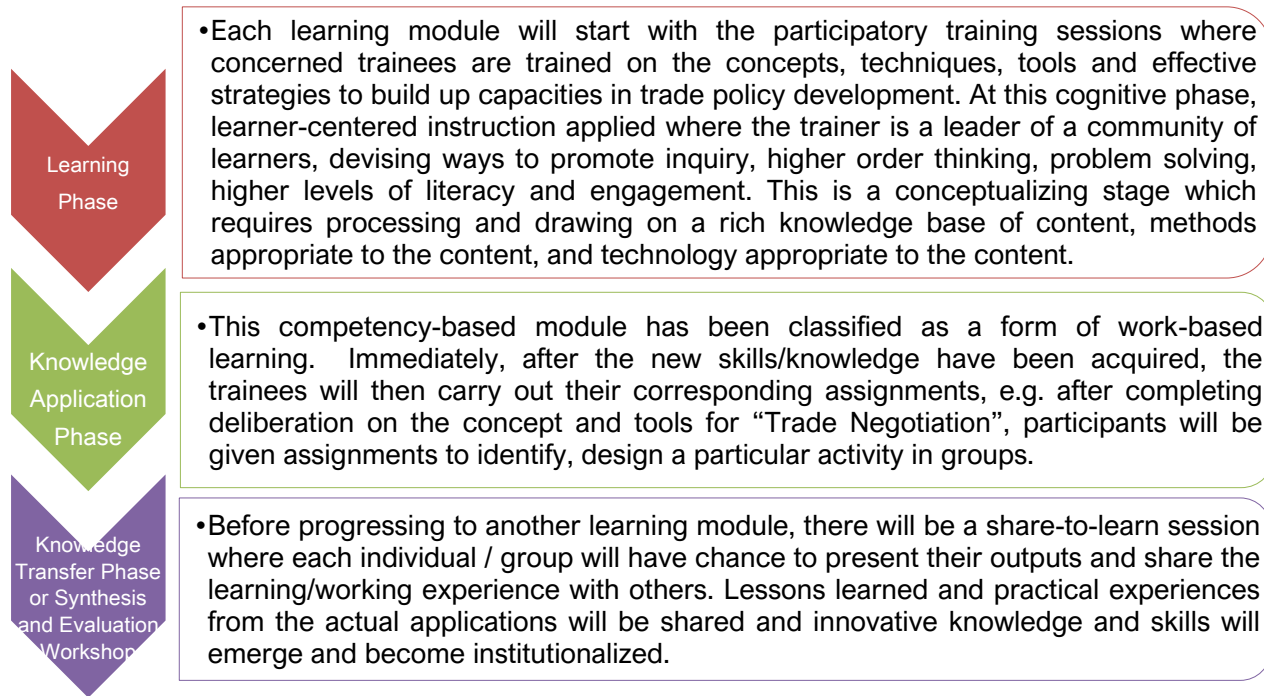
- Lectures and presentations
- Plenary discussions, case studies and group exercises
- Role plays and simulation games

## **8. Curriculum Design & Methodologies**

The learning workshop design is drawn and tailored to the ASEAN-Chilean contexts and will focus on practical knowledge, adult learning principles and real case studies. The learning session will adopt a participatory approach and will be linked to the ground realities of the ASEAN countries.

Each learning module will be designed and delivered using the, “integrated curriculum” approach. The salient features of the integrated curriculum are that, competencies are carefully selected, support theory is integrated with skill-based practice and essential knowledge is learned to support the performance of skills, and above all, various functional competencies (e.g. facilitation, presentation, and communication, negotiation, and leadership skills).

For each module, participants will go through three progressive stages of a modular training approach as below to build up capacities of government officials and practitioners in trade agreement negotiation development in ASEAN countries and also utilizing examples of Chile so that they can localize the knowledge and skills from the learning program in their local languages in their respective countries.



## 9. Resource Persons

The team of resource persons and instructors comprise international and national experts from the Chilean International Cooperation Agency for Development (AGCID), Undersecretary of International Economic Affairs (SUBREI) of the Ministry of Foreign Affairs of Chile, Thailand and India with a profound knowledge and experience in trade policy, agreement and negotiation in ASEAN. They will be responsible for delivering the module sessions together with the staff members of Trade and Investment Facilitation Department (TIF), MI.

## 10. Monitoring and Evaluation (M&E)

An effective monitoring and evaluation mechanism will be put in place to assess the progress and measure the results of the intervention. The M&E will be introduced in the pre, during and post stages of each modular training approach.

- Pre-workshop Program: at the selection of participants prior to the launch of the workshop program, relevant information on the prospective participants’ knowledge and experience level will be collected. The information will be used to assess and select the participants, monitor the progress, and assess results of the intervention.
- During Online Workshop Program: A pre-workshop and post-workshop assessments will be conducted to assess their knowledge and competencies of the participants. Pre-assessment aims to gather information on the participants’ level of knowledge. The result will be compared to the post assessment in order to measure the improvement in knowledge and experience.
- Daily assessment: it will be employed to evaluate day-to-day learning progress. Participants

will be asked to summarise what they learn each day.

- Final workshop evaluation: the final evaluation form<sup>6</sup> will be distributed to participants on the last day of the online training workshop through online assessment platform. The different components were rated on a scale of 1 to 5, where 1 is the lowest and 2 to 5 are based on specific definition of each question.
- The participants who attain not less than 80% on real time online class (as appear on schedule) will receive E-certificate.

## 11. Online Learning Workshop Facilities and Materials

### 11.1 Online Training Facilities



Mekong Institute (MI) is a **GMS** intergovernmental organization (IGO) working closely with the governments of six countries to promote regional development and cooperation through programs and projects in three thematic areas of agricultural development and commercialization, trade and investment facilitation, and sustainable energy and environment.

The MI Residential Training Center is located at Khon Kaen University, one of the oldest and largest universities in Northeastern Thailand. It is situated in Khon Kaen city, the capital of Khon Kaen province, Thailand.

### 11.2 Workshop Materials

Prior to the E-workshop, all participants and resource persons will receive soft copies of

- 1) The Workshop Outline to help them understand the objectives and goals of the workshop,
- 2) Program schedule,
- 3) Directory and
- 4) Presentation on preparatory to the E-workshop.

During the virtual workshop, participants can access to Mekong Institute's E-learning portal in which all documents, including the Resource Person's Presentations and all of the participants' works including VDO Clips will be uploaded and available for download/viewing.

<sup>6</sup> The final evaluation form is jointly developed by Thailand International Cooperation Agency (TICA), Mekong Institute, AGCID and SUBREI.



## 12. Background of Supported Organizations

### i. Chilean International Cooperation Agency for Development (AGCID)

The Chilean International Cooperation Agency for Development (AGCID) is a government agency which was established in 1990 and is responsible for coordinating Chile's international development cooperation programs. Chile has a dual role as both recipient and provider of international cooperation. Under its mandate, AGCID manages and administers foreign technical cooperation and engages in South-South and Trilateral Cooperation, whereby sharing Chile's successful development experiences with countries of Latin America and the Caribbean as well as ASEAN members. Chile's development cooperation is rooted within the framework of South-South and Triangular Cooperation, which emphasizes the importance of development being demand driven, providing mutual benefit, and exchanging experiences and knowledge among peers.

### ii. Thailand International Cooperation Agency (TICA)

TICA is a national focal point for Thailand's international development cooperation. TICA was established in 2004 to realize Thailand's aspiration to be a contributor of development cooperation. Believing that global challenges are best addressed by international cooperation and global partnership, today we continue to strengthen our contribution to achieve global development agenda through various capacity-building and human resources development programmes. In response to the recent changes in the global landscape of development cooperation, especially through the concept of South-South and Triangular Cooperation, TICA continues to realign our focuses in order to deliver Thailand's commitment to be a relevant partner in global agendas including the 2030 Agenda for Sustainable Development.

### iii. Undersecretary of International Economic Affairs (SUBREI)

The Undersecretary of International Economic Relations is a public entity, which depends on the Ministry of Foreign Relations of Chile, whose purpose is to execute and coordinate the Government's policy in the field of International Economic Relations; the defense of Chilean interests in multilateral forums; and the negotiation and implementation of the network of free trade agreements, among other matters. As of July 1, 2019, the Undersecretary of International Economic Relations is the successor to the General Directory of International Economic Relations (DIRECON).

The DIRECON was created in 1979 with the mission of executing Chilean commercial policy in matters of economic foreign relations, among which the following stand out:

- Cooperate in the development of the country's exportations.
- Participate in working groups, bilateral and multilateral negotiations and any other international commissions in which Chile participates.
- Organize public and private commissions abroad, and promote international trade missions visits.
- Promote and negotiate international economic agreements, which must have approval of the Finance Minister.
- Disseminate the government's economic policy abroad.
- Participate in international organizations and coordinate the policies to be followed.
- Develop proposals for the public and private sectors for the better profit of international markets.

## 13. Contracts

For details, please contact

Thailand International Cooperation Agency (TICA)	Mekong Institute's Team
<ul style="list-style-type: none"><li>▪ <b>Mr. Natjanon Limboonsuebsai</b> Development Cooperation Officer (Practitioner Level) International Development Cooperation Division Thailand International Cooperation Agency (TICA) Tel: +66 2203 5000 Ext. 42415 Email: <a href="mailto:natjanon.l@mfa.go.th">natjanon.l@mfa.go.th</a></li></ul>	<ul style="list-style-type: none"><li>▪ Mr. Madhurjya Kumar Dutta Director, Trade and Investment Facilitation Department Tel: +66 4320 2411 ext. 2101 Email: <a href="mailto:dutta@mekonginstitute.org">dutta@mekonginstitute.org</a> Website: <a href="http://www.mekonginstitute.org">www.mekonginstitute.org</a></li></ul>
<p>Chilean International Cooperation Agency for Development (AGCID)</p>	
<ul style="list-style-type: none"><li>▪ Ms. Melissa Sanchez Program Coordinator Tel: +56 22 827 5706 Email: <a href="mailto:msanchez@agci.gob.cl">msanchez@agci.gob.cl</a> Website: <a href="http://www.agci.cl">www.agci.cl</a></li></ul>	<ul style="list-style-type: none"><li>▪ Dr. Julian Latimer Clark Program Specialist, Trade and Investment Facilitation Department Tel: +66 4320 2411 ext. 2103 Mobile: +66 63 0828801 Email: <a href="mailto:julian@mekonginstitute.org">julian@mekonginstitute.org</a></li><li>▪ Mr. Sa-nga Sattanun Program Manager, Trade and Investment Facilitation Department Tel: +66 4320 2411 ext. 2102 Mobile: +66 878582628 Email: <a href="mailto:sa-nga@mekonginstitute.org">sa-nga@mekonginstitute.org</a></li></ul>