

Strengthening Skills on Commercial and Economic Diplomacy and Trade Policy Issues
Training Programme for Trade Ministry Officials from Selected Commonwealth
Countries in Sub-Saharan Africa.
Hotel Lamada, Nairobi, 15-17 June, 2009

Programme.

Day One	
0930-1000	<i>Inaugural</i>
0930-0935	Margaret K. Chemengich ,CEO Institute of Economic Affairs(IEA)
0935-0940	Mohammad A. Razzaque, Economic Adviser, Commonwealth Secretariat
1000-1030	<i>Tea/Coffee</i>
1030-1300	<i>Session 1: International Diplomatic Environment</i> Diplomacy (Narrow definition vis-à-vis broad definition); difference between commercial and economic diplomacy; understanding of international diplomatic environment; integrated relationships among issues; trade-offs and leverage across sectors; evolving ‘whole of government’ approaches; optimal management of human resources; networking skills, motivation and understanding intercultural management <i>Kishan S. Rana, Former Indian Ambassador and Senior Fellow, DiploFoundation, Geneva</i> <i>Mohammad A. Razzaque, Economic Adviser, Commonwealth Secretariat</i>
1300-1400	<i>Lunch</i>
1400-1530	<i>Session 2: A Practical Approach to Negotiations</i> An examination of the broad issues in negotiations and possible improvements in external negotiation process <i>Kishan S. Rana, Former Indian Ambassador and Senior Fellow, DiploFoundation, Geneva</i>
1530-1600	<i>Tea/Coffee</i>
1600-1730	<i>Session 3: Trade Promotion Activities: A Field Perspective</i> What are the practical methods for trade promotion? the methods of market share analysis (for products and target markets); a proactive promotional mindset by embassies abroad; support measures from the Trade Ministry; visits by business delegations; participation in trade shows; the method of ‘challenge funds’; spreading awareness of best practices, etc <i>Kishan S. Rana, Former Indian Ambassador and Senior Fellow, Diplo Foundation, Geneva</i> <i>Maurice Otieno, General Manager, Kenya Export Promotion Council</i>
Day Two	
0900-1030	<i>Session 4: Trade Policy Issues and Challenges in Sub-Saharan Africa</i> Overall direction of trade policies of these countries will be presented; changes in trade policies in the context of bilateral, regional and multilateral agreements/negotiations will be discussed.

	<p>This session is divided into 4 sub-sessions, each focussing on a specific sub-theme.</p> <p>Session 4.1: Evolution of trade policies in Sub-Saharan African countries since the 1990s in the context of various bilateral regional and multilateral trade negotiations and agreements</p> <p><i>Margaret Chemengich, CEO, Institute of Economic Affairs, Kenya. Nathan Irumba, CEO SEATINI and Former Ugandan Ambassador to the WTO</i></p>
1030-1100	<i>Tea/Coffee</i>
1100-1300	<p><i>Session 4 Continues</i></p> <p>Session 4.2: Overview of current trade policies in Sub-Saharan African countries and their linkages with national development policies on the one hand and the on-going bilateral regional and multilateral negotiations on the other.</p> <p><i>Love Mtesa, Former Zambian Ambassador to the WTO Margaret Chemengich, CEO, Institute of Economic Affairs, Kenya .</i></p>
1300-1400	<i>Lunch</i>
1400-1530	<p><i>Session 4 Continues</i></p> <p>Session 4.3: EPAs – Negotiating objectives and strategies of and outcomes for Sub-Saharan African countries</p> <p><i>Love Mtesa, Former Zambian Ambassador to the WTO Nathan Irumba, CEO SEATINI and Former Ugandan Ambassador to the WTO</i></p>
1530-1600	<i>Tea/Coffee</i>
1600-1730	<p><i>Session 4 Continues</i></p> <p>Session 4.4: Developing holistic approaches to trade policy making and trade-related negotiations</p> <p><i>Margaret Chemengich, CEO, Institute of Economic Affairs, Kenya .</i></p>
Day Three	
0900-1030	<p><i>Session 5: Simulation Exercise on Bilateral Trade Negotiations</i></p> <p>A negotiation simulation involving four issues involved in a free trade agreement, aimed at exploring the manner in which a bilateral negotiation unfolds, and the possibilities of trade-offs, based on the mutual and shared interests of the two sides, which may lie beneath the surface</p> <p><i>Kishan S. Rana, Former Indian Ambassador and Senior Fellow, DiploFoundation, Geneva</i></p>
1030-1100	<i>Tea/Coffee</i>
1100-1230	<i>Session 5 Continues</i>
1230-1300	<i>Closing (The Way Forward and presentation of certificates)</i>
1300-1400	<i>Lunch & Departure</i>