TRADE IN GOODS NEGOTIATION SKILLS

3 TO 7 OCTOBER 2022

Sponsored by the

SINGAPORE COOPERATION PROGRAMME

under the

SCP TRAINING AWARD (E-LEARNING)

to be conducted by

MTI ACADEMY

in collaboration with the

UNITED NATIONS CONFERENCE ON TRADE AND DEVELOPMENT

Singapore Cooperation Programme

Singapore has provided technical assistance to other developing countries since the 1960s. As a country whose only resource is its people, Singapore believes that human resource development is vital for economic and social progress. Singapore itself has benefited from training provided by other countries and international organisations.

In 1992, the Singapore Cooperation Programme (SCP) was established to bring together under one framework the various technical assistance programmes offered by Singapore. Through the SCP, the range and number of training programmes were increased to share Singapore's development experience with other developing countries.

To date, over 137,000 officials from more than 180 countries and territories have participated in our courses and study visits. The SCP is managed by the Technical Cooperation Directorate of the Ministry of Foreign Affairs, Singapore.

MTI Academy

The MTI Academy was established in March 2021. The MTI Academy has taken over the functions of Trade Academy (instituted in 2011), and expands to other areas such as Industry, foreign economic and climate policy, governance of think tanks, and country programmes. The Academy seeks to forge partnerships and collaborate with think-tanks and organisations - national and international.

As part of Singapore's support for the rules based multilateral system and international cooperation, the Academy co-organises third country training programmes to enable the officials from third countries to build capabilities to enhance their participation in the global economy.

United Nations Conference on Trade and Development (UNCTAD)

Established in 1964, the United Nations Conference on Trade and Development (UNCTAD) promotes the development-friendly integration of developing countries into the world economy.

UNCTAD supports developing countries to access the benefits of a globaliseed economy more fairly and effectively, and helps equip them to deal with the potential drawbacks of greater economic integration. To do this, UNCTAD provides analysis, facilitates consensus-building, and offers technical assistance. This helps developing countries to use trade, investment, finance, and technology as vehicles for inclusive and sustainable development.

Course Objectives

This course aims to equip participants with the knowledge and skills to prepare requests and offers with respect to goods market access concessions. Whilst focused on FTA negotiations, the skills would also be applicable for other plurilateral, regional or multilateral negotiations relating to market access for exports of goods.

Synopsis of Topics

Topics to be covered include:

- Introduction to trade policy and trends in international trade
- Legal framework and organisation of FTA negotiations
- Market access negotiations on Goods and interpretation of Goods schedules
- Non-tariff measures and non-tariff barriers
- Goods provisions in World Trade Organisation and Regional Trade Agreements

Methodology

This course will be delivered for up to 30 participants and conducted in English through *synchronous e-Learning* ('live' e-learning sessions) and could include asynchronous e-Learning (self-study e.g. reading materials). There will be Q&A sessions and facilitated group discussions during the 'live' sessions.

Course Duration

The course will be conducted daily from **3 to 7 October 2022**.

The 'live' e-learning sessions will be tentatively conducted from 1400 to 1800 (Singapore time; UTC/GMT +08:00 hours) daily. More details on the programme schedule will be provided to successful applicants closer to the start of course.

Application Information

Applicants should be:

- Middle-level government officials involved in the formulation and negotiation of FTAs;
- Able to attend **all** the synchronous e-learning sessions. They will require an internet-enabled device with Zoom installed, webcam, microphone and audio;
- Nominated by their respective governments; and
- Proficient in written and spoken English.

Terms of Award

The course is sponsored by the Government of Singapore under the Singapore Cooperation Programme Training Award.

Regulations

Participants are required to comply with the following:

- Strictly observe course schedules and attend all training sessions; and
- Carry out instructions and abide by conditions as may be stipulated by the nominating authority or government and the Government of Singapore and its appointed trainer, with respect to the course.

Application Procedure

(Closing date for nomination: **2 September 2022**)

The Government of Singapore is pleased to invite the respective National Focal Point for Technical Assistance (NFP) to nominate one (1) suitable applicant(s). Selection of candidates will be based on merit. Should there be more applicants than training places, the Government of Singapore seeks the understanding of the respective NFP in the event that its nominee(s) is not selected.

All nominees are to submit their applications online at https://go.gov.sg/tgns by **Friday, 2 September 2022**. NFPs are also required to endorse nominees via email links. Instructions and FAQs for Applicants and NFPs can be found at the links below:

- Applicants: https://go.gov.sg/start-guide
- NFPs: https://go.gov.sg/start-nfp

Note:

- Participants will receive a certificate of completion from the SCP upon completion of the course;
- Please refrain from making telephone and email inquiries on the status of your application while your application is being processed; and
- The Ministry of Foreign Affairs, Singapore will inform all applicants of the outcome of their applications. The NFP will also be informed directly.

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