

Enhancing International Negotiating Skills for Public Sector Officials

Dubai
December 6-7, 2009

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Sunday, December 6

- 8:30-8:45 Introduction and Welcome Remarks
- 8:45-9:15 Setting the Context (Elms)
- 9:15-10:30 Number of Parties and Issues (Elms)
Short simulations
- 10:30-11:00 *Tea Break*
- 11:00-12:30 Defining Your Interests (Elms)
- 12:30-1:30 *Lunch*
- 1:30-3:00 Doha Round (Liang)
- Negotiating Dynamics
 - Key Issues
 - Prospects for Success or Failure
 - Implications
- 3:00-3:30 *Tea Break*
- 3:30-4:30 How WTO Negotiations are Conducted (Liang)
- Group Politics
 - Identify Own Policy and Interests
 - Abu Dhabi/UAE Interests in Doha

Monday, Dec. 7

- 8:30-9:30 Launching Negotiations (Elms)
- 9:30-10:30 Getting it Wrong (Elms)
- 10:30-11:00 *Tea Break*
- 11:00-11:45 Negotiations with Unequal Power (Elms)
- 11:45-12:30 Improving Negotiations for the Future (Elms)
- 12:30-1:30 *Lunch*

- 1:30-2:30 Negotiating Free Trade Agreements (FTAs) (Liang)
- Why Sign FTAs?
 - Key Features of an FTA
- 2:30-3:00 *Tea Break*
- 3:00-4:00 Negotiating FTAs Continued (Liang)
- How FTA Negotiations are Conducted
- 4:00-4:30 Conclusions