

# TFCTN In-Country Workshop on International Trade Issues, Vietnam

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Head TFCTN  
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**Date:** 30<sup>th</sup> November 2011 to 2<sup>nd</sup> December 2011

**Venue:** V Resort  
Kim Duc, Vinh Tien, Kim Boi, Hoa Binh, Vietnam

## TEMASEK FOUNDATION CENTRE FOR TRADE & NEGOTIATIONS:

The Temasek Foundation Centre for Trade & Negotiations (TFCTN) is a policy research centre at the S. Rajaratnam School of International Studies (RSIS), Nanyang Technological University. The Centre is dedicated to improving the process of international negotiations, with a particular focus on increasing capabilities and access for developing states. The Centre uses rigorous empirical research to create new ideas and to generate informed debate leading to practical policy alternatives for improving global negotiations on trade and economic issues. Countries which are unable to participate effectively risk losing out on the process of globalization.

The Centre was created in 2008 with a generous initial donation from the Temasek Foundation. The Temasek Foundation believes in the principle that the development of human capacity is key to Asia's development prospects. Additional support for the Centre is provided by foundation grants, corporate donations and individual donors.

### About the Workshop

The Temasek Foundation Centre for Trade & Negotiations (TFCTN) is a research centre of RSIS, NTU. The mission of TFCTN is to aid development by increasing knowledge of trade negotiations and building the capacity of government and business leaders in Asia Pacific region to better participate in economic globalization.

As part of this mission, TFCTN runs a series of Technical Assistance programmes to developing countries in Asia through an In-country Training Workshop. The Workshop aims to provide government officials with practical information about international trade.

The British Foreign and Commonwealth Office (FCO) has provided the funding for TFCTN to run the In-Country Workshop in Vietnam.

The workshop will cover a range of topics related to the Trans Pacific Partnership (TPP) and other Free-Trade Agreement negotiations, including Trade in Goods, Trade in Services, Intellectual Property Rights and Government Procurement.

The participants for the programme must be government officers dealing with trade issues in either planning or implementation.

One full scholarship covering airfare, accommodation and stipends are available for each of the following countries: Brunei, Cambodia, Indonesia, Laos, Malaysia, Philippines and Thailand.

To apply, please submit the attached nomination form to:

**Temasek Foundation Centre for Trade & Negotiations**  
Nanyang Technological University  
Block S4, Level B4, Nanyang Avenue  
Singapore 639798  
Website: [www.tfctn.org.sg](http://www.tfctn.org.sg) Email: [tfctn@ntu.edu.sg](mailto:tfctn@ntu.edu.sg)  
Tel : +65 6790 6415 Fax : +65 6794 0617

**Closing date is 18<sup>th</sup> November 2011**

# Temasek Foundation Centre for Trade & Negotiations (TFCTN) In-Country Workshop, Vietnam 2011

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*30 November – 2 December 2011*

*V Resort  
Kim Duc, Vinh Tien, Kim Boi, Hoa Binh, (Near Hanoi)  
Vietnam*

*Primary Sponsors:*

*British Foreign and Commonwealth Office (FCO)*

*Secondary Sponsors:*

*Temasek Foundation (TF), Temasek Foundation Centre for Trade & Negotiations (TFCTN), S  
Rajaratnam School of International Studies (RSIS)*

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## GENERAL INFORMATION

The Temasek Foundation Centre for Trade & Negotiations (TFCTN) presents to you to the TFCTN In-Country Workshop, Vietnam 2011, sponsored by British Foreign and Commonwealth Office (FCO), Temasek Foundation (TF), Temasek Foundation Centre for Trade & Negotiations (TFCTN) and the S. Rajaratnam School of International Studies (RSIS).

We would like to draw your attention to the following matters:

### Course Venue

All the sessions of the Workshop will be held at **V Resort**, a hotel and conference venue 40km away from Hanoi. The address of the venue is:

**Venue:** V Resort  
**Address:** Kim Duc, Vinh Tien, Kim Boi, Hoa Binh, Vietnam  
**Tel:** 84.218.3871 523 / 84.218.3871 954

### Profile of Participants

The bulk of the participants will be government officials in Trade or Foreign Affairs Ministries of Vietnam who are actively involved in developing, negotiating, or implementing trade policy.. In addition, invitations will be sent to the following countries: Brunei, Cambodia, Indonesia, Laos, Malaysia, Philippines and Thailand.

The Workshop is conducted in English with simultaneous translation to Vietnamese.

### Application

To apply for the workshop, participants must fill in the nomination form and submit it together with a copy of his/her Curriculum Vitae (CV) to:

**Attention: QUAK Swee Seng / Adeline LIM**  
Temasek Foundation Centre for Trade & Negotiations (TFCTN)  
S. Rajaratnam School of International Studies (RSIS)  
Nanyang Technological University  
Block S4 Level B4, Nanyang Avenue  
Singapore 639398  
  
Tel: (65) 6790 6415  
Fax: (65) 6794 0617  
Email: tfctn@ntu.edu.sg

### Course Fees

The British Foreign and Commonwealth Office (FCO) has generously underwritten the cost of the workshop. There are **no** course fees for any participants in the Workshop.

There is one full scholarship available for one participant from the following countries: Brunei, Cambodia, Indonesia, Laos, Philippines, Malaysia and Thailand. The scholarship covers return airfare (Economy Class), accommodation, airport transfer and a per diem of USD 200.

## Day 1: Wednesday, 30 November 2011

| Time        | Topic  |
|-------------|--|
| 0900 - 0930 | <b>Opening / Welcome Address</b><br><b>Piers Craven</b> , Head, UKTI Hanoi   |
| 0930 - 1000 | <b>Break</b>   |
| 1000 - 1230 | <b>Session 1: Introduction to Trade and Free Trade Agreements</b><br><b>Deborah Elms</b> , Head TFCTN                                    |
| 1230 - 1400 | <b>Lunch</b>   |
| 1400 – 1520 | <b>Session 2: Trade in Services</b><br><b>Margaret Liang</b> , Adjunct Senior Fellow S Rajaratnam School of International Studies (RSIS) |
| 1520 – 1550 | <b>Break</b>   |
| 1550 - 1700 | <b>Session 3: Trade in Services</b><br><b>Margaret Liang</b> , Adjunct Senior Fellow S Rajaratnam School of International Studies (RSIS) |

## Day 2: Thursday, 1 December 2011

| Time        | Topic  |
|-------------|--|
| 0900 – 1030 | <b>Session 4: Trade in Services</b><br><b>Margaret Liang</b> , Adjunct Senior Fellow S Rajaratnam School of International Studies (RSIS) |
| 1030 - 1100 | <b>Break</b>   |
| 1100 – 1230 | <b>Session 5: Trade in Services</b><br><b>Margaret Liang</b> , Adjunct Senior Fellow S Rajaratnam School of International Studies (RSIS) |
| 1230 – 1400 | <b>Lunch</b>   |
| 1400 – 1520 | <b>Session 6: Intellectual Property Rights</b><br><b>Geoffrey Yu</b> , Adjunct Professor, Lee Kuan Yew School of Public Policy           |

|             |  |
|-------------|--|
| 1520 - 1550 | <b>Break</b>   |
| 1550 – 1700 | <b>Session 7: Intellectual Property Rights</b><br><b>Geoffrey Yu</b> , Adjunct Professor, Lee Kuan Yew School of Public Policy |

### **Day 3: Friday, 2 December 2011**

| <b>Time</b> | <b>Topic</b>   |
|-------------|--|
| 0900 – 1030 | <b>Session 8: Intellectual Property Rights</b><br><b>Geoffrey Yu</b> , Adjunct Professor, Lee Kuan Yew School of Public Policy |
| 1030 - 1100 | <b>Break</b>   |
| 1100 – 1230 | <b>Session 9: Intellectual Property Rights</b><br><b>Geoffrey Yu</b> , Adjunct Professor, Lee Kuan Yew School of Public Policy |
| 1230 – 1400 | <b>Lunch</b>   |
| 1400 – 1520 | <b>Session 10: Government Procurement</b><br><b>Deborah Elms</b> , Head TFCTN  |
| 1520 - 1550 | <b>Break</b>   |
| 1550 – 1630 | <b>Session 11: Investment</b><br><b>Deborah Elms</b> , Head TFCTN  |
| 1630 - 1700 | <b>Closing Ceremony/Dinner</b>   |

**Note:** The above schedule and trainers listed are subject to changes.

### **Meals**

Breakfast, lunch and dinners are provided. In addition, snacks, coffee and tea are provided during the lesson breaks.

## **Language**

Please note that all sessions will be conducted in English. There will be a simultaneous translation into Vietnamese.

## **Topics**

### **Introduction to Trade**

Before we get into the specific elements of trade, it is helpful to take a step back and think about global trade patterns. Who trades what with whom? What agreements tie governments together? What are the specific arrangements that govern trade in the Asia-Pacific? How do key trading partners make trade policy?

### **Free Trade Agreements (FTAs)**

The proliferation of bilateral and plurilateral FTAs is fundamentally altering the world trade landscape. The rise in the number of FTA is driven by a number of factors including a defensive response to the proliferation of trading blocs and FTAs, uncertainty over progress in global trade talks under the WTO framework, the need to improve productivity in the face of heightened competitive pressures, the perceived need for deeper integration with trading partners and the promotion of “beyond the border” structural reforms” Each FTA can be quite different in coverage, depth of liberalization, and the specific regulations (e.g. rules of origin). The session will also include a discussion of some things to watch out for in negotiating FTAs in the future.

### **Intellectual Property Rights**

Intellectual property (IP) refers to creations of the mind: inventions, literary and artistic works, and symbols, names, images, and designs used in commerce. IP is divided into two categories: Industrial property, which includes inventions (patents), trademarks, industrial designs, and geographic indications of source; and Copyright, which includes literary and artistic works such as novels, poems and plays, films, musical works, artistic works such as drawings, paintings, photographs and sculptures, and architectural designs.

Creators can be given the right to prevent others from using their inventions, designs or other creations – and to use that right to negotiate payment in return for others using them. These are “intellectual property rights.” The extent of protection and enforcement of these rights varied widely around the world; and as intellectual property became more important in trade, these differences became a source of tension in international economic relations.

### **The General Agreement on Trade in Services (GATS)**

The General Agreement on Trade in Services is the first and only set of multilateral rules governing international trade in services. Negotiated in Uruguay Round, it was developed in response to the huge growth of the services economy over the past 30 years and the greater potential for trading services brought about by the communication revolution.

Services represent the fastest growing sector of the global economy and account for two-third of the global output, one third of global employment and nearly 20% of global trade.

## **Bios of Trainers**

### **Deborah Kay ELMS**

Deborah Elms is Head, Temasek Foundation Centre for Trade & Negotiations (TFCTN) and Senior Fellow of International Political Economy at the S. Rajaratnam School of International Studies at Nanyang Technological University, Singapore. Dr. Elms participates in teaching, research and networking. Her research interests are negotiations and decisionmaking, particularly in trade. Her current research topic is the Trans-Pacific Partnership (TPP) negotiations. She also conducts a range of teaching and training for government officials from around Asia, for members of parliament, for business leaders, and for graduate students. She has provided consulting to the governments of Abu Dhabi, Sri Lanka, Cambodia, Taiwan, and Singapore on a range of trade issues. Dr. Elms received a Ph.D. in political science from the University of Washington, an MA in international relations from the University of Southern California, and a BA and BS from Boston University in international relations and journalism.

### **Margaret LIANG**

Margaret Liang is Consultant to the Ministry of Foreign Affairs for WTO and Trade Issues, Adjunct Professor National University of Singapore, Law Faculty and Adjunct Fellow at the S Rajaratnam School of International Studies, Singapore National Technological University. She has served in Singapore Missions in Bonn and in Geneva. She was Singapore's Deputy Permanent Representative to the UN/WTO in Geneva from 1999-2002. She has been actively involved in GATT/WTO negotiations since the launch of the Uruguay Round. From 1985 to 1992, she was Singapore's negotiator in the Uruguay Round, inter-alia, in areas of Anti-Dumping, Subsidies and Countervailing Duty Measures, Safeguards, Dispute Settlement, GATT Articles and Government Procurement. Thereafter, she was involved in the negotiations in the run-up to the first, second, third, fourth and fifth and sixth WTO Ministerial Conference in 1996, 1998, 1999, 2001, 2003 and 2005.

Ms Liang has considerable experience in international trade law cases before the GATT/WTO, both as advocate and panelist/Chairman. She was a member of the Singapore team in the WTO dispute settlement case on "Singapore/Malaysia-Import measures on certain petrochemical products." She was a panelist in Chile/EC Import Measures on Dessert Apples; US-EC Import Measures on Dessert Apples; arbitrator in EC-US Section 110(5) of US Copyright Act; Chairman in Peru-EC Trade Description of Sardines; and panelist in US Definitive Safeguards Measures on Imports of Certain Steel products.

Ms Liang contributed to major academic/WTO seminars and conducted WTO trade policy courses at the International Development Law Organisation, Sydney and under Singapore's technical assistance programmes for Cambodia, Laos, Myanmar and Vietnam. She was the Academic Coordinator for the 2008 WTO Regional Trade Policy Course for the Asia-Pacific countries.

## **Geoffrey YU**

Geoffrey Yu is Senior Specialist Advisor in the Singapore Ministry of Foreign Affairs and the Singapore Ministry of Law. He is also Deputy Chairman of the Board of Governors of the Intellectual Property Academy of Singapore; Adjunct Senior Fellow of the Rajaratnam School of International Studies of the Nanyang Technological University of Singapore; Senior Fellow, the Diplomatic Academy of the Singapore Ministry of Foreign Affairs, Adjunct Professor, Lee Kuan Yew School of Public Policy, National University of Singapore, and Visiting Professor, People's University, Beijing, China.

Prior to his current appointments in Singapore, he spent twenty-five years in the World Intellectual Property Organisation ( WIPO ), based in Geneva, dealing primarily with intellectual property policy and development issues. His last position at WIPO was Deputy Director General, in charge of the development cooperation program for developing and transition countries. He began his career at WIPO as Senior Program Officer for Asia and the Pacific, later occupying the posts of Senior Director-Advisor, Office of the Director General, Assistant Director General of Global Communications and Assistant Director General of the Copyright sector.

Before joining WIPO, he served in the Singapore Administrative Service in the Ministry of Health and the Ministry of Social Services. Later, he joined the Singapore Foreign Service, where he worked in Singapore, Tokyo, New York and Hong Kong.

In the course of his career in the Singapore Government and WIPO, he participated in many international meetings and negotiations and spoke in numerous national and international conferences as well as lectured in universities in many countries. He has also contributed articles on different intellectual property questions and served on the Editorial Advisory Board of the Cardozo Law School on Intellectual Property. Geoffrey Yu studied at the University of Singapore and at Oxford University and is a national of Singapore.

## **Information for Non-Vietnamese Participants**

### **Airfare Reimbursement**

Reimbursement for air tickets (Economy Class) for participants on scholarship will be processed at the registration counter. Please bring along:

1. Original invoice of the air ticket
2. Your passport for verification
3. The Boarding Pass tab

### **Transport from Airport**

On arrival at the Airport, please look for a driver who will be carrying a placard with your name on it. If you have not informed us of your flight details, please do so as soon as possible.

## **Conclusion of Workshop**

Please seek the concierge's assistance for any change of travel plans. The hotel reservation for the Executive Programme is reserved up to 12 noon on 3 December 2011. If you require late check out, kindly inform us early so that necessary arrangements can be made. There may be an additional charge for the room depending on the time of arrival / departure.

## **Accommodation**

**V Resort  
Kim Duc, Vinh Tien, Kim Boi, Hoa Binh,  
Vietnam**

TFCTN has made room reservations for you for 4 nights (from 2.00 p.m, 29 November 2011 to 12 noon, 3 December 2011).

All participants will be required to pay for incidentals such as overseas telephone calls and faxes, and laundry services.

Participants planning to stay beyond the specified dates and latest check-out time should make their own reservations and pay for expenses incurred directly to the V Resort.