

## Course Goals and content

The goal of the course is to gain a thorough understanding of how trade negotiations are conducted in the WTO. It includes an analysis of the various techniques and approaches applied in negotiating trade agreements in today's increasingly complex and challenging trading environment and with members at different levels of economic development. The course will combine theory and practice, with contributions from trade negotiators, experts and practitioners. It will identify the main obstacles encountered in specific areas of the DDA negotiations, analyse the outcomes of MC-12 and assess the determinants for success. It will consider the future of multilateralism and the ways forward to open markets and liberalize trade through trade negotiations, including plurilateral and sectoral approaches. Specific attention will be given to the participation of developing countries and their special and differential needs. Through case studies and an active student participation, after the course students should be better prepared in engaging in trade negotiations.

## Lecturer



Maarten Smeets (PhD) is a non resident fellow at the World Trade Institute, an associate professor at St Petersburg State University and the Shanghai University of International Business and Economics (SUIBE) and a senior associate at the Clingendael Academy (Den Haag). He managed the WTO Chairs Program (WCP) at the WTO, working with leading academic institutions around the world. Previously, he worked at the OECD and the Ministry of Economic Affairs (Den Haag). He has published in leading journals and (co-)edited books on current trade issues (digital trade, inclusive growth, globalization, sanctions, WTO accession, structural reforms, developing countries). He has/had board functions at several institutions, including the IMF led Joint Vienna Institute (JVI).  
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## Course Content

### Day 1: Introduction to trade negotiations: setting the scene

- Preparing for successful negotiations
- Trade negotiations in the GATT and the WTO (The Marrakesh Agreement)
- Bilateral, regional, plurilateral negotiations
- Trade and Inclusive growth
- Negotiating WTO accession

### Day 2: The WTO negotiations and the Doha Development Agenda

- Negotiating Ministerial Declarations with an enlarged and diversified membership
- From MC-4 (Doha) to MC-12 (Astana/Geneva)
- The power of coalitions
- Development perspectives and the role of trade capacity building
- Tariff negotiations (NAMA)

### Day 3: Key areas of negotiations and outcomes

- Agriculture
- Fisheries
- Services trade and domestic regulation
- The Trade Facilitation Agreement

### Day 4: Addressing new areas relevant to today's trade

- Investment Facilitation
- Digital trade and e-commerce
- Information Technology Agreement (ITA)

### Day 5: Is there a future for multilateralism?

- Restoring the credibility of the MTS
- Regionalism in support of multilateralism
- Covid -19 and the primacy of trade liberalization and multilateralism
- Round Table discussion and conclusions

## Grading

For participants who take this course for ECTS credits, the grading will be based on active class participation and assignments, which involve individual and/or group presentations on a topic discussed in class, and/or a short write-up of a participant's analysis of a topic related to trade negotiations.

## Organization

The course is intended for PhD students. A limited number of people with relevant professional or academic interest may be also admitted

Lecture hours: 25      ECTS : 4

The tuition fee is **CHF 500**. A limited number of (partial) tuition fee waivers is available for participants from developing countries and WTI partner institutions.

## Timetable and Registration

Due to the COVID-19 pandemic, the course exceptionally takes place online from Monday 6 until Friday 10 December 2021. Class hours are 9.30am-12am (noon), 1.30 pm-4 pm. This is an intensive course. A reading list will be provided before the class.

Available course outlines and reading material can be found under the course listing on the Doctoral Programme webpage.

<https://www.wti.org/education/doctoral-programme/#open-94792-phd-courses-and-summer-school>

Send your application to:

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