As on July 20, 2007(3rd Version)

CUTS Institute for Regulation & Competition Training Programme on Commercial and Economic Diplomacy <u>22-25 August 2007, Royal Orchid, Jaipur</u>

Day 1 (Wednesday): 22.08.2007	
0830-0930	Inaugural
	Pradeep S. Mehta
	Director General, CUTS Institute for Regulation & Competition
	B. K. Zutshi
	Former Indian Ambassador to GATT & Member, CIRC Governing
	Council
	Kishan Rana
	Former Ambassador of India, Senior Fellow, DiploFoundation and Professor Emeritus, Foreign Service Institute, New Delhi
	Gopal K Pillai*
	Secretary, Department of Commerce, Ministry of Commerce and Industry
	Participants' Expectations
0930-1000	Tea/Coffee
1000-1130	Session 1: Opportunities & Challenges of India in an Emerging
	Globalising Economy
	What have been the achievements of the Indian economy in present era
	of globalisation and economic liberalisation; what are the challenges
	and their implication?
	S. N. Menon
	Former Secretary, Department of Commerce, Govt. of India
1130-1300	Session 2: Effective Commercial and Economic diplomacy: An
	Analytical Framework
	What is commercial diplomacy? (Narrow definition vis-à-vis broad
	definition); How different it is from economic diplomacy? Elements of
	commercial and economic diplomacy; Relationship between
	commercial diplomacy and political diplomacy; How commercial and
	economic diplomacy helps in fostering better political relationships?
	Raymond Saner
	Director, Diplomacy Dialogue, Geneva
1300-1400	Lunch
1400-1530	Group Discussion on Session 1 & 2
	The Group Discussion (based on Case Studies along with 'Issues for
	Discussions') will be facilitated by S. N. Menon and Raymond Saner.
1530-1600	Presentation on Group Discussion
1600-1730	Session 3: Country Promotion and Image Building Process
	Promotion of country's strengths in order to promote trade and
	investment, attract foreign investment; how to build the image of our
	country in an international market, etc
	Gautam Mahajan
	President, Customer Value Foundation and Inter-Link
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Gopal K Pillai* Secretary, Department of Commerce, Ministry of Commerce and Industry 1900 Social Evening & Dinner Day 2 (Thursday): 23.08.2007 Effective negotiation in Commercial and Economic Diplomacy Effective negotiating techniques appropriate for the various types of negotiations; technique and skills of interest based negotiation; research and analysis on negotiation; how to build a consensus, lobby decision makers and formulate a comprehensive negotiation strategy, etc Kishan Rama Former Ambassador of India, Senior Fellow, DiploFoundation and Professor Emeritus, Foreign Service Institute, New Delhi B K Zutshi Former Indian Ambassador to GATT & Member, CIRC Governing Council 1030-1100 Tea/Coffee 1100-1230 Group Discussion on Session 3 & 5 The Group Discussion on Session 3 & 5 The Group Discussion on Session 1 1300-1400 Lunch 1400-1530 Session 6: Simulation Exercise on Trade and Investment Negotiation The process and content of negotiation through simulation exercise to showcase how negotiations are progressed. Raymond Saner Director, Diplomacy Dialogue, Geneva S. N. Menon Former Secretary, Department of Commerce, Govt. of India 1530-1600 Tea/Coffee 1600-1730 Group Discussion	1730-1830	Constant A.Constant Lastana
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	Kishan Rana
	Former Ambassador of India, Senior Fellow, DiploFoundation and
	Professor Emeritus, Foreign Service Institute, New Delhi
1030-1100	Tea/Coffee
1100-1230	Group Discussion on Session 7
	The Group Discussion (based on Case Studies along with 'Issues for
	Discussions') will be facilitated by Kishan Rana.
1230-1300	Presentations on Group discussion
1300-1400	Lunch
Post-Lunch	Free Time for the Participants
2000	Dinner
Day 4 (Saturday):	25.08.2007
0900-1030	Session 8: Dispute Settlement in Trade and Investment Agreements
	Dispute settlement mechanism in the WTO; the evolution of dispute
	settlement in the GATT/WTO context; various stages of dispute
	settlement; India's experience at the dispute settlement body of the
	WTO; rules and procedures of handling disputes in the WTO; dispute
	settlement mechanism under regional and bilateral free trade
	agreements; dispute settlement in agreements between market operators
	from different countries, which generally (but not solely) takes the form
	of international arbitration, etc
	Suhail A. Nathani
	Partner, Economic Laws Practice, Mumbai
1030-1100	Tea/Coffee
1100-1230	Group Discussion on Session 8
	The Group Discussion (based on Case Studies along with 'Issues for
	Discussions') will be facilitated by Suhail A Nathani.
1230-1300	Presentation on Group Discussion
1300-1400	Lunch
1400-1530	Closing
1400-1515	Evaluation of the Training Seminar
	B K Zutshi
	Former Indian Ambassador to GATT & Member, CIRC Governing
	Council
	S N Menon
	Former Secretary, Department of Commerce, Govt. of India
1515-1530	Closing Remarks
1515-1550	Pradeep S. Mehta
	Director General, CUTS Institute for Regulation & Competition
1530	<i>Tea/Coffee & Departure</i>
1330	

* Tentative