

As on July 20, 2007(3rd Version)

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

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	<i>Tea/Coffee</i>
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

1730-1830	Session 4: Special Lecture Gopal K Pillai* Secretary, Department of Commerce, Ministry of Commerce and Industry
1900	Social Evening & Dinner
Day 2 (Thursday): 23.08.2007	
0900-1030	Session 5: 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 Rana 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 Discussions on Session 3 & 5 The Group Discussion (based on Case Studies along with 'Issues for Discussions') will be facilitated by Gautam Mahajan, B K Zutshi, S N Menon and Kishan Rana.
1230-1300	Presentation on Group Discussion
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 on Session 6 The Group Discussion (based on Case Studies along with 'Issues for Discussions') will be facilitated by Raymond Saner, B K Zutshi, S N Menon and Kishan Rana.
1730-1800	Presentation on Group discussion
1900-2000	Hands-on Exercise Participants will be made familiar with various sources (Internet-based and otherwise) where resource materials on commercial and economic diplomacy are available, including how to access and make use of them.
2000	Dinner
Day 3 (Friday): 24.08.2007	
0900-1030	Session 7: Effective Communication in Commercial and Economic Diplomacy, and Writing Effective Resolution Written and oral communication in commercial and economic diplomacy; developing contents with focus, organisation, accuracy, timeliness and enthusiasm; how to use a hook or grabber to capture the attention of the audience; how to set an agenda; how to integrate all parts of a presentation seamlessly, etc

	Kishan Rana Former Ambassador of India, Senior Fellow, DiploFoundation and Professor Emeritus, Foreign Service Institute, New Delhi
1030-1100	<i>Tea/Coffee</i>
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	<i>Tea/Coffee</i>
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 Pradeep S. Mehta Director General, CUTS Institute for Regulation & Competition
1530	Tea/Coffee & Departure

* Tentative