

**Regional Seminar:
“Increasing Participation of ESCWA Member Countries in the
WTO Negotiations”**

Tuesday - Thursday, 24-26 February 2009
UN-House, Lebanon

Programme

Day One: Tuesday, 24 February 2009

8:30 - 9:00 Registration

9:00 - 9:30 *Opening Statement*

- Mr. Nabil Safwat, Officer-In-Charge, Economic Development and Globalization Division, ESCWA
- Samer Seif El Yazal, Head of the Arab Regional Desk, Institute for Training and Technical Cooperation, WTO
- Introduction and Overview
Presenter: Ms. Jian Pak, Assoc. Economic Affairs Officer, ESCWA

9:30 - 11:00 *Session I: The Multilateral Trade Negotiations under the WTO*

- Overview of the WTO and the Doha Development Agenda (state of play)
Presenter: Messrs: Serafino Marchese, Head of the Training and Capacity Building Section, Institute for Training and Technical Cooperation (ITTC), Samer Seif El Yazal, Head of the Arab Regional Desk, ITTC, WTO

11:00 - 11:15 Coffee Break

11:15 - 12:30 *Session 1: The Multilateral Trade Negotiations under the WTO*
(Continued)

- Discussion

12:30 - 13:30 Lunch Break

13:30 - 15:00 *Session 2: Negotiating Techniques and Strategies: Theory and Practice*

Presenter: Messrs: Serafino Marchese, Head of the Training and Capacity Building Section, Institute for Training and Technical Cooperation (ITTC), Samer Seif El Yazal, Head of the Arab Regional Desk, ITTC, WTO

- “Understanding Trade Negotiations”

Presenter: Peter Gabriel Robleh, Senior Regional Advisor, UN Economic Commission for Africa (ECA)

- “Setting the National Negotiating Agenda: Preparations and Targets”

Presenter: Mr. Majed Hamoudeh, First Economic Affairs Officer, ESCWA

- Discussion

15:00 - 15:15 Coffee Break

15:15 - 16:30 *Session 3: Negotiating Techniques and Strategies (Continued)*

- “Building Coalitions and Consensus in the WTO: Implications for the Arab World”

Presenter: Mr. Gamal Faisal, Egyptian Delegate, Geneva

Discussant: Mr. Mostafa Aitamor, Islamic Development Bank

- Discussion

16:30 - 17:00 *Session 4: Simulation Practical Exercises: Preparatory session*

Day Two: Wednesday, 25 February 2009

9:00 - 10:30 *Session 4: Simulation practical exercises*

- Led by WTO and facilitated by ESCWA

10:30 - 10:45 Coffee Break

10:45 - 12:00 *Session 4: Simulation practical exercises continued*

- Led by WTO and facilitated by ESCWA

12:00 - 13:00 Lunch Break

13:00 - 15:00 *Session 4: Simulation practical exercises continued*

- Led by WTO and facilitated by ESCWA

15:00 - 15:15 Coffee Break

15:15 - 17:00 *Simulation practical exercises continued*
- Led by WTO and facilitated by ESCWA

Day Three: Thursday, 26 February 2009

9:00 - 10:30 *Session 4: Simulation practical exercises continued*
- Led by WTO and facilitated by ESCWA

10:30 - 10:45 Coffee Break

10:45 - 13:00 *Session 4: continued- Led by WTO, Mr. Hamid Mamdouh, Director of the Trade in Services Division, WTO*

13:00 - 14:00 Lunch Break

14:00 - 15:00 *Session 5: Role of International Organizations in Supporting the ESCWA Member Countries*
- “ESCWA’s Role in Capacity Building and Increasing Awareness on Issues Related to the Multilateral Trading System”
Presenter: Ms. Naela Haddad, First Economic Affairs Officer, ESCWA
- WTO Role,
Presenter: WTO Representative
- Discussion

15:00 - 16:00 *Wrap-up Session*
Led by Mr. Nabil Safwat, Officer-In-Charge, Economic Development and Globalization Division, ESCWA

- Seminar evaluation and open discussion on the application of negotiation techniques learned and skills enhanced.
- Participants will be invited to comment and make recommendations on ESCWA and WTO’s roles in assisting ESCWA member countries to increase their participation in the multilateral trade system and the future of the Doha negotiations.
- Hand out Certificate of Participation to individual participants