



Course on Trade Negotiations

Organized by

Centre for WTO Studies

In partnership with

Indian Institute of Foreign Trade

16th March, 18th March and 19th March 2024

Venue: Nalanda Hall, Ground Floor, Indian Institute of Foreign Trade, IIFT Bhawan, B-21, Qutab Institutional Area, New Delhi-110016

Day 1 Saturday, 16 March 2024		
0900-0915 hrs	Registration	
0915-1015hrs	Session 1 Analysis of Economic Context and Negotiating Priorities:1	Dr. Pritam Banerjee Head & Professor, CWS
1015-1100 hrs	<i>Inaugural Session</i> Welcome remarks Inaugural Address Special Address Vote of Thanks	Dr. Pritam Banerjee Head & Professor, CWS Shri Amardeep Singh Bhatia Additional Secretary, DoC (tbc) Shri L. Satya Srinivas Additional Secretary, DoC (tbc) Dr. Pritam Banerjee Head & Professor, CWS
1100-1115 hrs	<i>Group Photograph</i>	
1115-1130 hrs	<i>High tea</i>	
1130-1300 hrs	Session 2 FTA – Lawyer’s way of Negotiating	Shri V. Lakshmikumar, Founder & Managing Partner, Lakshmikumar & Sridharan
1300-1400 hrs	<i>Lunch</i>	
1400-1530 hrs	Session 3 Analysis of Economic Context and Negotiating Priorities:2	Dr. Pritam Banerjee Head & Professor, CWS

1530-1700 hrs	Session 4 Negotiating for Services	Dr. Pralok Gupta Associate Professor, CWS
1700-1730 hrs	<i>Tea/Coffee</i>	
Day 2 Monday, 18 March 2024		
0930-1100 hrs	Session 5 Preparing for the Negotiations	Ambassador Jayant Dasgupta Mr. Sumanta Chaudhuri, Former Secretary, Gol
1100-1130 hrs	<i>Tea/Coffee</i>	
1130-1300 hrs	Session 6 Management of the FTA Negotiation Process: Drafting Techniques/SOPs of Stakeholder Management	Shri Rajesh Agrawal Additional Secretary, DoC (tbc) Mr. Abhijit Das, Former Head & Professor, CWS
1300-1400 hrs	Lunch	
1400-1530 hrs	Session 7 Learning from Experience: Understanding Typical Negotiating Strategies	Shri Anant Swarup, Additional Secretary, DoC Shri Darpan Jain, Joint Secretary, DoC (tbc) Mr. Abhijit Das, Former Head & Professor, CWS
1530-1700 hrs	Session 8 Negotiation Simulations	CWS Faculty supported by Mr. Harsha Vardhana Singh, Former DDG, WTO Mr. Sumanta Chaudhuri, Former Secretary, Gol
1700-1730 hrs	<i>Tea/Coffee</i>	
Day 3 Tuesday, 19 March 2024		
0930-1100 hrs	Session 9 Conceptual Foundations of Negotiations and Negotiating in the International Context	Dr. Rohit Mehtani Professor, IIFT
1100-11:30 hrs	<i>Tea/Coffee</i>	
1130-1300 hrs	Session 10 New Economic Diplomacy and International Business Negotiations: A Global Political Economy Perspective	Dr. Rohit Mehtani Professor, IIFT
1300-1400 hrs	Lunch	
1400-1530 hrs	Session 11 Strategies for Ground Level Trade Negotiations-A Conceptual Framework based on Economic Theory and Practice	Dr. Pritam Banerjee Head & Professor, CWS
1530-1700 hrs	Session 12 Rule of Law in FTAs and correlating other international commitments with FTA obligations	Dr. James Nedumpara, Head & Professor, CTIL

1700-1730 hrs	<p><i>Valedictory Session</i></p> <p><i>Keynote address</i></p> <p><i>Valedictory Address</i></p> <p><i>Vote of Thanks</i></p> <p>Distribution of Certificates</p>	<p>Shri Peeyush Kumar Additional Secretary, DoC (tbc)</p> <p>Shri Sunil Barthwal Commerce Secretary, Gol (tbc)</p> <p>Dr. Rohit Mehtani Professor, IIFT</p>
1730 hrs onwards	<i>High tea</i>	
