



**Course on Trade Negotiations**

**Organized by**

**Centre for WTO Studies**

**In partnership with**

**Indian Institute of Foreign Trade**

**16<sup>th</sup> March, 18<sup>th</sup> March and 19<sup>th</sup> March 2024**

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

<b>Day 1 Saturday, 16 March 2024</b>		
0900-0915 hrs	<i>Registration</i>	
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	<b>Dr. Pritam Banerjee</b> Head & Professor, CWS  <b>Shri Amardeep Singh Bhatia</b> Additional Secretary, DoC (tbc)  <b>Shri L. Satya Srinivas</b> Additional Secretary, DoC (tbc)  <b>Dr. Pritam Banerjee</b> 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>	
<b>Day 2</b> <b>Monday, 18 March 2024</b>		
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>	
<b>Day 3</b> <b>Tuesday, 19 March 2024</b>		
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><b>Shri Peeyush Kumar</b> Additional Secretary, DoC (tbc)</p> <p><b>Shri Sunil Barthwal</b> Commerce Secretary, Gol (tbc)</p> <p><b>Dr. Rohit Mehtani</b> Professor, IIFT</p>
1730 hrs onwards	<i>High tea</i>	

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