



**Asia-Pacific  
Economic Cooperation**

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**2014/SOM2/CTI/WKSP1/001**

## **Agenda**

Submitted by: New Zealand



**Capacity Building Workshop on Preparing  
for FTA Negotiations  
Qingdao, China  
6-7 May 2014**

APEC Capacity Building Workshop on Preparing for FTA Negotiations:  
research, analysis, consultation, development of negotiating positions  
and team building

6-7 May 2014

Shangri-La Hotel, Qingdao, China

**AGENDA**

<b>DAY 1</b>	
8.30 - 9.00	Arrival/Registration
9:00 am – 9:05 am	<b>Welcome Remarks</b>  Ms. Wendy Matthews, New Zealand APEC Deputy Senior Official
9.05 am – 9.15 am	<b>Introduction/overview of workshop</b>
Session 1  9.15 am – 10.00 am	<b>Pre-Negotiation Phase: FTA Study/Joint Study process</b>  <i>At the outset of a negotiation, a cost-benefit analysis is often conducted to determine the economic and strategic benefits that could flow from an FTA. Sometimes the analysis is conducted together with another economy as part of a joint study process. In either case, this analysis is important as it may be the basis for a political decision to proceed with negotiations. This session will look at examples of FTA studies and joint studies.</i>  <ul style="list-style-type: none"> <li>• A government perspective: Mr. Chen Zhiyang, Deputy Director, Department of International Trade and Economic Affairs, Ministry of Commerce, China (15 minutes)</li> <li>• A research institute perspective: Mr. John Stephenson, Principal Economist, New Zealand Institute for Economic Research (15 minutes)</li> </ul> <b>Discussion (Questions &amp; Answers) (10 minutes)</b>
10.00 am – 10.30 am	<b>Coffee Break</b>
Session 2  10.30 am – 12.00 pm	<b>Research and Analysis</b>  <i>Once agreement has been reached to launch negotiations, preparation of negotiating positions begins. The second session will introduce participants to the kinds of information and analysis that are required to adequately prepare for FTA negotiations, such as analysing domestic policy settings, any areas of domestic sensitivity, and past FTA and treaty practice.</i>  <ul style="list-style-type: none"> <li>• Tariff analysis: Mr. Sergio Valdes, Department Head of South America and Pacific Alliance Lead Negotiator, General Directorate for International</li> </ul>

	<p><i>Economic Affairs, Chile (20 minutes)</i></p> <ul style="list-style-type: none"> <li>• <i>Rules of Origin analysis: Mr. Juan Fook Tan, Trade Policy - FTA Lead, Indirect Tax - Global Trade, Ernst &amp; Young Solutions LLP, Singapore (20 minutes)</i></li> <li>• <i>Services and investment analysis: Ms. Wan Wadrina Wan Abdul Wahab, Principal Assistant Director, Services Sector Development Division, Ministry of International Trade and Industry, Malaysia (20 minutes)</i></li> <li>• <i>Legal text analysis: Mr. Barney Riley, Trade Law Unit Manager, Ministry of Foreign Affairs and Trade, New Zealand (20 minutes)</i></li> </ul> <p><b>Discussion (Questions &amp; Answers) (10 minutes)</b></p>
12.00 pm – 1.30 pm	<b>Lunch</b>
<p>Session 3</p> <p>1.30 pm – 2.00 pm</p>	<p><b>Research and Analysis Continued</b></p> <p>This session will continue the focus on the kinds of information and analysis needed to prepare for FTA negotiations, looking at:</p> <ul style="list-style-type: none"> <li>• <i>Regulatory Impact Analysis: surveying domestic regulatory settings and anticipating areas where reform may be required as a consequence of the FTA, Ms. Shannon Ward, Senior Policy Officer, Ministry of Foreign Affairs and Trade, New Zealand (10 minutes)</i></li> </ul> <p><i>The session will then consider how external actors can contribute to research and analysis:</i></p> <ul style="list-style-type: none"> <li>• <i>Research institute perspective: Mr. John Stephenson, Principal Economist, New Zealand Institute for Economic Research (15 minutes)</i></li> </ul> <p><b>Discussion (Questions &amp; Answers) (5 minutes)</b></p>
<p>Session 4</p> <p>2.00pm – 3.00pm</p>	<p><b>Research and Analysis: Domestic Consultations</b></p> <p><i>Information from domestic stakeholders plays a key role in setting objectives for the FTA negotiation, as well as identifying bottom lines for negotiating positions. This session will focus on the mechanics of getting useful information from domestic stakeholders, including when, who and what to consult on.</i></p> <ul style="list-style-type: none"> <li>• <i>Government perspective: Ms. Marie Sherylyn Deleña Aquia, Head, APEC Desk, Department of Trade and Industry (25 minutes)</i></li> <li>• <i>Business perspective: Mr. Stephen Jacobi Executive Director, New Zealand International Business Forum (25 minutes)</i></li> </ul> <p><b>Discussion (Questions &amp; Answers) (10 minutes)</b></p>
3.00 pm – 3.30 pm	<b>Coffee Break</b>

<p>Session 5</p> <p>3.30 pm – 5.00 pm</p>	<p><b>Preparing Negotiating Briefs</b></p> <p><i>Once a decision is taken to enter negotiations, focus turns to obtaining a negotiating mandate, including the setting of offensive and defensive objectives and preparing negotiating briefs. This includes looking at external factors such as the negotiating partners' past FTAs, finding commonalities and differences, analysing their tariff schedules and business practice. This session will compare the briefing requirements for four key areas of negotiation: goods, ROO, services and investment, and legal chapter texts.</i></p> <ul style="list-style-type: none"> <li>• <i>Tariff briefs: Mr. Sergio Valdes, Department Head of South America and Pacific Alliance Lead Negotiator, General Directorate for International Economic Affairs, Chile (20 minutes)</i></li> <li>• <i>ROO briefs: Mr. Juan Fook Tan, Trade Policy - FTA Lead, Indirect Tax - Global Trade, Ernst &amp; Young Solutions LLP, Singapore (20 minutes)</i></li> <li>• <i>Services and Investment: Ms. Wan Wadrina Wan Abdul Wahab, Principal Assistant Director, Services Sector Development Division, Ministry of International Trade and Industry, Malaysia (20 minutes)</i></li> <li>• <i>Legal text briefs: Mr. Barney Riley, Trade Law Unit Manager, Ministry of Foreign Affairs and Trade, New Zealand (20 minutes)</i></li> </ul> <p><b>Discussion (Questions &amp; Answers) (10 minutes)</b></p>
<p>5.00 pm – 5.05 pm</p>	<p><b>Wrap- up and overview of Day 2</b></p> <p>Ms. Wendy Matthews, New Zealand Deputy APEC Senior Official</p>
<p><b>DAY 2</b></p>	
<p>8.30 am– 9.00 am</p>	<p>Arrival/Registration</p>
<p>9:00 am – 9:05 am</p>	<p><b>Introduction</b></p>
<p>Session 6</p> <p>9.05 am – 10.15 am</p>	<p><b>Negotiator Perspectives</b></p> <p><i>The sixth session will consider typical challenges faced in building negotiating teams. These include structuring a negotiating team; structuring negotiations/working groups; establishing roles, lines of accountability and authority; seeking guidance from political decision-makers; identifying and balancing appropriate expertise within trade, foreign and regulatory ministries; and techniques for operating under fiscal and human capital constraints.</i></p> <ul style="list-style-type: none"> <li>• <i>Role of a Lead negotiator: Mr. Michael Mugliston, Special Negotiator, Free Trade Agreement Division, Department of Foreign Affairs and Trade Australia (20 minutes)</i></li> <li>• <i>Role of an FTA coordinator: Ms. Nadia Bourély, Director, Trade Policy and</i></li> </ul>

	<p><i>Negotiations (Asia), Foreign Affairs, Trade and Development Canada (20 minutes)</i></p> <ul style="list-style-type: none"> <li>• <i>Role of a legal adviser: Mr. Barney Riley, Trade Law Unit Manager, Ministry of Foreign Affairs and Trade, New Zealand (20 minutes)</i></li> </ul>
10.15 am – 10.30 am	<b>Coffee Break</b>
<p>Session 7</p> <p>10.30 am – 12.00 pm</p>	<p><b>“Ask a Negotiator”</b></p> <p><i>In the final session, you will have an opportunity to direct your questions to a panel consisting of a lead negotiator, an FTA coordinator and a legal advisor.</i></p> <ul style="list-style-type: none"> <li>• <i>Lead negotiator: Mr. Michael Mugliston, Special Negotiator, Free Trade Agreement Division, Department of Foreign Affairs and Trade Australia</i></li> <li>• <i>FTA coordinator: Ms. Nadia Bourély, Director, Trade Policy and Negotiations (Asia), Foreign Affairs, Trade and Development Canada</i></li> <li>• <i>Legal adviser: Mr. Barney Riley, Trade Law Unit Manager, Ministry of Foreign Affairs and Trade, New Zealand</i></li> </ul> <p><i>Moderator: Ms. Wendy Matthews, New Zealand Deputy Senior APEC Official</i></p>
12.30 pm – 1.00 pm	<b>Wrap up and evaluations</b>