



**Asia-Pacific
Economic Cooperation**

2014/SOM2/CTI/WKSP1/013

Preparing Negotiating Briefs

Submitted by: Malaysia



**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

SESSION 5: PREPARING NEGOTIATING BRIEFS

QINGDAO, CHINA, 6-7 MAY 2014

MINISTRY OF INTERNATIONAL TRADE AND INDUSTRY, MALAYSIA

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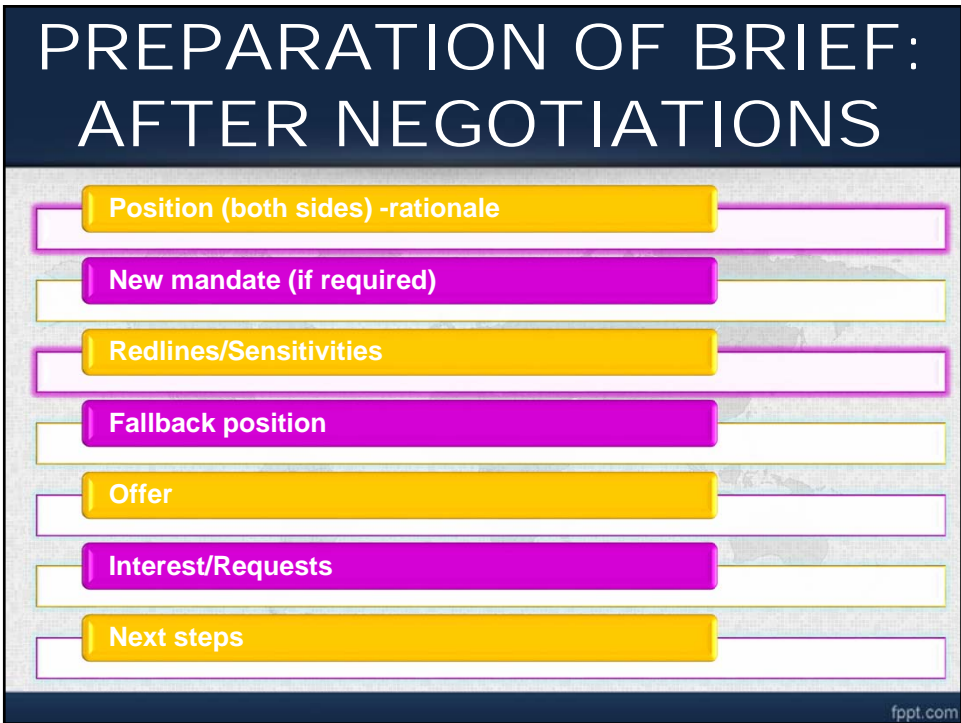
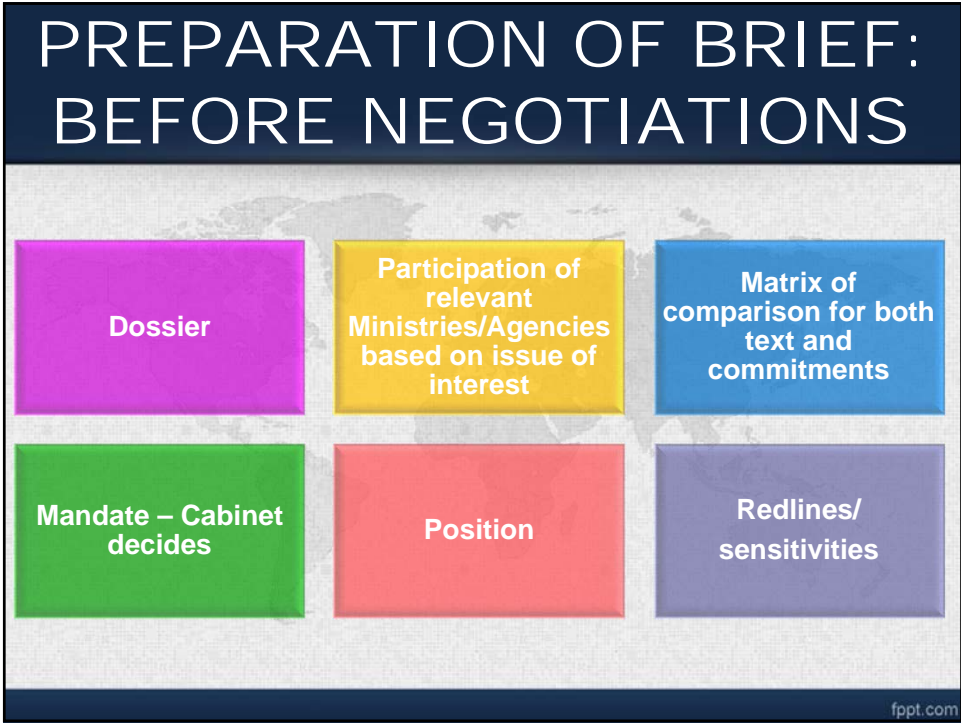
WHY DO WE NEED NEGOTIATING BRIEFS?

It is an effective means that contains essential and necessary information to negotiate and to ensure precision & accuracy

For future, provides negotiating history

ANSWER

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PREPARATION OF BRIEF

What if there are new proposals/trying to get compromise?



YES



New information will need to be included in the brief

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THANK YOU

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