



**Asia-Pacific
Economic Cooperation**

2014/SOM2/CTI/WKSP1/015

Negotiator Perspectives: Role of a Lead Negotiator

Submitted by: Australia



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



Australian Government
Department of Foreign Affairs and Trade

APEC CAPACITY BUILDING WORKSHOP: PREPARING FOR FTA NEGOTIATIONS

NEGOTIATOR PERSPECTIVES: ROLE OF A LEAD NEGOTIATOR

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6-7 May 2014



Australian Government
Department of Foreign Affairs and Trade

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Outline

- I. Trade Negotiating Authority
- II. FTA Negotiating Process
- III. FTA Negotiating Team
- IV. Practical Considerations
- V. Challenges



Australian Trade Negotiating Authority

- Constitutional requirements
- Commonwealth Government's role
- Role of the Minister for Trade and DFAT
- Whole-of-government approach



FTA Negotiating Process

1. Feasibility assessment
2. Decision to launch
3. Initial preparatory negotiations
4. Substantive negotiations
 - offensive/defensive interests
 - negotiating mandate
5. Conclusion and legal verification
6. Signing and parliamentary scrutiny



FTA Negotiating Team

- Significant resource commitment
- Composition
- Skill set
- Negotiating responsibilities
- Leadership group
- Code of Conduct and Values
- Communication



Practical Considerations

- Negotiating context
- Thorough preparation
- Clarity
- Putting yourself in other(s) shoes
- Spectrum of possible outcomes
- Scope for revised mandate
- Timing



Challenges

- Strategy and tactics
- Managing domestic stakeholders
- Degree of team continuity/managing turnover
- Effective communication
- Solid working relationships
- Robust internal and external processes

