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Negotiator Perspectives: Role of a Lead Negotiator

Submitted by: Australia



Capacity Building Workshop on Preparing for FTA Negotiations
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Australian Trade Negotiating Authority

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



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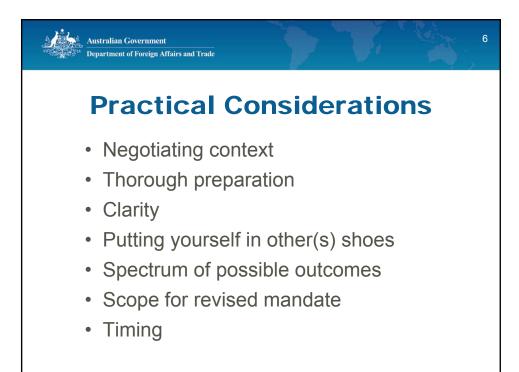
FTA Negotiating Process

- 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





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Challenges

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

