



**Asia-Pacific  
Economic Cooperation**

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**2016/SOM3/GOS/WKSP/001**

## **Agenda**

Submitted by: Peru



**Capacity Building Workshop on Negotiations of  
Services Chapters Under Free Trade Agreements  
with a Negative List Approach  
Lima, Peru  
19-21 August 2016**

**“CAPACITY BUILDING WORKSHOP ON NEGOTIATIONS OF SERVICES CHAPTERS  
UNDER FTAS WITH A NEGATIVE LIST APPROACH”  
19, 20 and 21 August 2016 – Lima, Peru  
APEC SOM III**

4th Floor - Manchay Room

**Friday, August 19**

9:15 – 9:30am

*Opening Session: Welcome Remarks*

**Mr. Julio Chan**, APEC Coordinator, Ministry of Foreign Trade and Tourism, Peru

*Introduction to the first day*

9:30 – 11:00am

**Session I: Cross-Border Trade in Services Chapter**

The main objective of this session is to analyze the CBTS Chapter scope; main provisions; main differences and similarities with GATS; treatment of mode 4; local measures.

**Keynote Speaker:**

**Mr. Tim Stapleton**, Director of the Department of Foreign Affairs and Trade's (DFAT) Services Trade and Negotiations section, Australia.

11:00 – 11:20am

**Coffee Break**

11:20 – 13:00pm

**Session II: Negative List approach in Services negotiations**

This session will focus on negative list approach in Services negotiations: scheduling of non-conforming measures; common non-conforming measures in FTAs.

**Keynote Speaker:**

**Mr. Jai Motwane**, Senior Director for Services and Investment, Office of the United States Trade Representative (USTR), United States.

13:00 - 14:30pm

**Lunch** (provided)

14:30 - 15:45pm

**Session III: Telecommunications Chapter**

This session aims to analyze key provisions in the telecommunication chapter, differences and similarities with the Reference Paper (WTO) and relation with the non-conforming measures.

**Keynote Speaker:**

**Mr. Gerardo Meza**, Coordinator of Services Negotiations, Ministry of Foreign Trade and Tourism, Peru.

15:45 - 16:00pm <b>Coffee Break</b>
16:00 - 16:15pm <b>Session III: Telecommunications Chapter</b> (continuation)
16:15 - 17:30 pm <b>Discussion from Sessions I and II.</b> Exercises focused in the construction of NCM's.

**Saturday, August 20**

9:00 - 9:15 am <b>Introduction to the second day</b>
9:15 - 10:30am <b>Session IV: Financial Services Chapter</b> This session aims to analyze key provisions in a financial services chapter; and the relation with other Annexes such as CBTS; analysis of non-conforming measures.  <b>Keynote Speaker:</b> <b>Mr. José Luis Castillo</b> , Director of Asia, Oceania and Africa, Ministry of Foreign Trade and Tourism, Peru.
10:30 - 10:50am <b>Coffee Break</b>
10:50 - 12:30pm <b>Session IV: Financial Services Chapter</b> (continuation)
12:30 - 2:30pm <b>Lunch</b>
2:30 - 3:30pm <b>Session V: Temporary Entry Chapter</b> This session aims to analyze key provisions in the temporary entry chapter; relation with other chapters; treatment of mode 4.  <b>Keynote Speaker:</b> <b>Mr. Tim Stapleton</b> , Director of the Department of Foreign Affairs and Trade's (DFAT) Services Trade and Negotiations section, Australia.

<p>3:30 - 3:50pm  <b>Coffee Break</b></p>
<p>3:50 - 4:30pm  <b>Session VI: Temporary Entry Annex</b>  The main objective of this session is to analyze categories of temporary entry and the way to schedule Temporary Entry commitments in FTAS.</p> <p><b>A) Relation with the Non-Conforming measures</b> (Mr. Jai Montwane)</p> <ul style="list-style-type: none"> <li>- Common Market Access NCM related to the TE categories</li> <li>- Measures that could be included in the TE and NCMs Annexes</li> </ul> <p><b>B) Main categories included in FTAs</b></p> <ul style="list-style-type: none"> <li>- Australia's experience (Mr. Tim Stapleton)</li> <li>- Mexico's experience (Mr. Fernando Mayer)</li> </ul> <p><b>Keynote Speakers:</b>  <b>Mr. Jai Montwane</b>, Senior Director for Services and Investment, Office of the United States Trade Representative (USTR), United States.  <b>Mr. Tim Stapleton</b>, Director of the Department of Foreign Affairs and Trade's (DFAT) Services Trade and Negotiations section, Australia.  <b>Mr. Fernando Mayer</b>, Director of International Trade in Services and Investment, Ministry of Economy, Mexico.</p>
<p>4:30 - 5:30pm  <b>Questions, discussion, and lessons from sessions III – IV.</b></p>

Sunday, August 21
<p>9:00 - 9:15 am  <b>Introduction to the third day</b></p>
<p>9:15 - 10:30am  <b>Session VII: E-Commerce Chapter</b>  The main objective of this session is to provide information about the structure of an e-commerce chapter; key provisions; relation with the non-conforming measures; relation with other chapters (financial services)</p> <p><b>Keynote Speaker:</b>  <b>Mr. Fernando Mayer</b>, Director of International Trade in Services and Investment, Ministry of Economy, Mexico.  <b>Mr. Gerardo Meza</b>, Coordinator of Services Negotiations, Ministry of Foreign Trade and Tourism, Peru.</p>
<p>10:30 - 10:50am <b>Coffee Break</b></p>

<p>10:50 - 12:30pm  <b>Session VII: E-Commerce Chapter</b>          (continuation)</p>
<p>12:30 - 2:00pm <b>Lunch</b></p>
<p>2:00 - 2:20pm  <b>Evaluation</b></p>
<p>2:20 - 3:45pm  <b>Panel of Discussion:</b>          Lessons from the Workshop</p> <p><b>Comments:</b>  <b>Mr. Jai Motwane</b>, Senior Director for Services and Investment, Office of the United States Trade Representative (USTR), United States.  <b>Mr. Fernando Mayer</b>, Director of International Trade in Services and Investment, Ministry of Economy, Mexico.  <b>Mr. Tim Stapleton</b>, Director of the Department of Foreign Affairs and Trade's (DFAT) Services Trade and Negotiations section, Australia.  <b>Mr. Jose Luis Castillo</b>, Director of Asia, Oceania and Africa, Ministry of Foreign Trade and Tourism, Peru.  <b>Mr. Gerardo Meza</b>, Coordinator of Services Negotiations, Ministry of Foreign Trade and Tourism, Peru.</p>
<p>3:45 - 4:05pm <b>Coffee Break</b></p>
<p>4:05 - 5:30pm  <b>Wrap up Session and Closing Remarks</b></p> <p><b>Keynote Speaker:</b>  <b>Mr. Gerardo Meza</b>, Coordinator of Services Negotiations, Ministry of Foreign Trade and Tourism, Peru.</p>