

# IBM FHNW 2012

## TRACK A

### CONFLICT MANAGEMENT & WTO NEGOTIATIONS

**PROF DR RAYMOND SANER**

#### **1. SEMINAR OBJECTIVES**

The main objective of this course is to provide the participants with an introduction into negotiation theory and an overview of WTO, its legal framework, organisational structure and negotiation processes.

In specific, the course aims at achieving the following learning objectives:

- To familiarise participants with the principles of negotiations
- To provide participants with an opportunity to experience the complex multilateral dynamics of WTO negotiations.
- To prepare students for the standard and rule based nature of international economic relations.

#### **2. SEMINAR SCHEDULE**

##### **DAY 1, MONDAY 4<sup>TH</sup> JUNE 2012**

8.45	—	9.00	Programme Overview (Programme schedule, reading list, term paper, grading criteria).
9.00	—	9.30	Module I: Negotiation Theory & Practice
	—		<b>Break</b>

9.45	—	10.30	<b>Module II:</b> Distributive Bargaining Case example 1
10.30	—	11.30	<b>Module III:</b> Integrative Bargaining Case example 2
11.30	—	12.15	<b>Module IV:</b> Multiparty Negotiations Case example 3
—			<b>Lunch</b>

## DAY 2, TUESDAY 5<sup>TH</sup> JUNE 2012

8.45	---	9.00	Review of Day 1
9.00	---	9.30	<b>Module V:</b> History & Structure of WTO
			<b>Break</b>
9.45		10.15	<b>Module VI:</b> Introduction to Multilateral WTO Negotiation Case on Goods (reduction of tariffs)-
10.15	—	11.45	Exercise 4 : Negotiation Rounds
11.45		12.15	Feedback and Assignment Day 3 (WTO negotiations on Services)
—			<b>Lunch</b>

## DAY 3, WEDNESDAY 6<sup>TH</sup> JUNE 2012

8.45	---	9.00	Review of Day 2
9.00	---	9.30	<b>Module VII:</b> Negotiations of GATS Modes & Commitments
9.30	---	10.00	Case example: GATS/ES
			<b>Break</b>
10.15		10.45	Case example: GATS/Health
10.45	—	11.15	Case example: GATS/Tourism
11.15	—	11.45	Advantages and Disadvantages of Liberalising Creative Industry Services and use of Modes

11.45	—	12.15	Term paper: forming of teams, assigning tasks and agreeing on deadline and clarifying grading parameters (see term paper specifications).
—			<b>Lunch</b>

### **DAY 4, MONDAY 11<sup>TH</sup> JUNE 2012 (VISIT TO GENEVA)**

9.00		16.40	Arrival from Basle to Geneva  Visit of the United Nations  Seminar on GPA with inputs from experts of international organisations (UNCTAD, WTO, ITC)
16.40-			<b>Return to Basle</b>

### **DAY 5, MONDAY 18<sup>TH</sup> JUNE 2012**

8.45	—	9.00	Programme Overview.
9.00	—	9.30	<b>Group Presentation 1</b>
—			<b>Break</b>
9.45	—	10.45	Group Presentation 2
10.45	—	11.30	<b>Group Presentation 3</b>
11.30	—	12.15	<b>Group Presentation 4</b>

**DAY 6, TUESDAY 19<sup>TH</sup> JUNE 2012**

8.45	—	9.00	Programme Overview.
9.00	—	9.30	<b>Group Presentation 5</b>
—	—	—	<b>Break</b>
9.45	—	10.45	Individual Feedback (Term paper)
10.45	—	11.30	<b>Feedback</b>
11.30	—	12.15	<b>Course Evaluation and Closure</b>

***PUBLICATION LISTS***

Textbook is “The Expert Negotiator (R. Saner, 2012) which students should buy. The following articles will be provided at the start of the seminar and are considered mandatory reading for seminar participants namely:

a) Raymond Saner, Sylvie Fasel; (2003) “Negotiating Trade in Educational Services within the WTO/GATS/ Context”, Aussenwirtschaft, Nr. 59, Heft II.

b) How to read GATS schedules

<http://www.tradeobservatory.org/library.cfm?RefID=25607>

c) Understanding the WTO, 2003 (third edition), WTO secretariat, Geneva

d) Chapters 5, 10 and 11 of book by R. Saner, (2005, 2<sup>nd</sup> ed.), “The Expert Negotiator; Martinus Nijhoff Publ., The Hague, Netherlands

e) Nicholas Niggli, Enjeux et implications systémiques de la révision de l’AMP de 1994: vers un nouveau changement de paradigme? La Vie économique Revue de politique économique 3-2010

g) Country schedules can be located at:

[http://www.wto.org/english/tratop\\_e/serv\\_e/serv\\_commitments\\_e.htm](http://www.wto.org/english/tratop_e/serv_e/serv_commitments_e.htm)

**3. GRADING**

Final Grades consist of the following factors:

1. Term paper

Participants are asked to write a term paper of maximum 12 pages. The papers have to be sent by email to Professor Saner at [saner@diplomacydialogue.org](mailto:saner@diplomacydialogue.org) not later than by 30<sup>th</sup> June (midnight cut-off time).

The term paper consists of two parts:

A)

Analysis of a select country's GPA (selection of country to be agreed with Prof Saner) by applying a SWOT analysis. The group writes together the introduction (2 pages) and the conclusion (2 pages).

Each member of the group should take responsibility of one of the four factors of a SWOT analysis and put his/her name as header on top of the section he/she is writing. Each SWOT section should not be longer than 2 pages.

The SWOT analysis should focus on a) the country's current public procurement sector and b) the commitments that the country made in its GPA. Question should be asked are the commitments congruent and supportive of the current and future creative industry sector?

Tables and statistics should be annexed and not be part of the main text.

Each group paper must have a copy of the respective country commitment on GPA attached to its paper.

60%

**B)** Presentation of term paper in class (Day 5 & 6), participants should prepare a 20 minute ppt presentation (15 slides maximum) and organise following Q&A section of 10 minutes. Group members take turn presenting parts of SWOT factors each one presenting his/her part of the SWOT analysis. A copy of the ppt presentation should be sent with each individual paper to Prof. Saner before class (Day 5).

40%

Total: **100%**

#### ***4. TEACHING FACULTY***

Professor Dr Raymond Saner teaches at Basle University, faculty of Economic Sciences and Business Administration, at Sciences Po, Paris (Master in Public Affairs) and at Geneva University, IO- MBA

Professor Saner is coach and trainer in international negotiations (Brussels, Beijing, Berne, Bonn, Frankfurt, Geneva, Jakarta, Manila, New York, Paris, Rome, Taipei, and The Hague). Author of simulation and training cases focusing on bilateral and multilateral diplomatic and trade negotiations.

Publications include:

-  *The Negotiation Expert* (2012 4th Ed, Martinus Nijhoff, The Hague)
-  *L'art de la négociation* (2005, 2<sup>nd</sup> Ed. Chiron Editeur, Paris)
-  *O negociador experiente* (2002, 2<sup>nd</sup> Ed., Senac, Sao Paolo)
-  *El experto negociador* (2002, Gestion 2000, Barcelona)
-  *Verhandlungstechnik* (2008, 2<sup>nd</sup> Ed, Paul Haupt Verlag, Berne.