

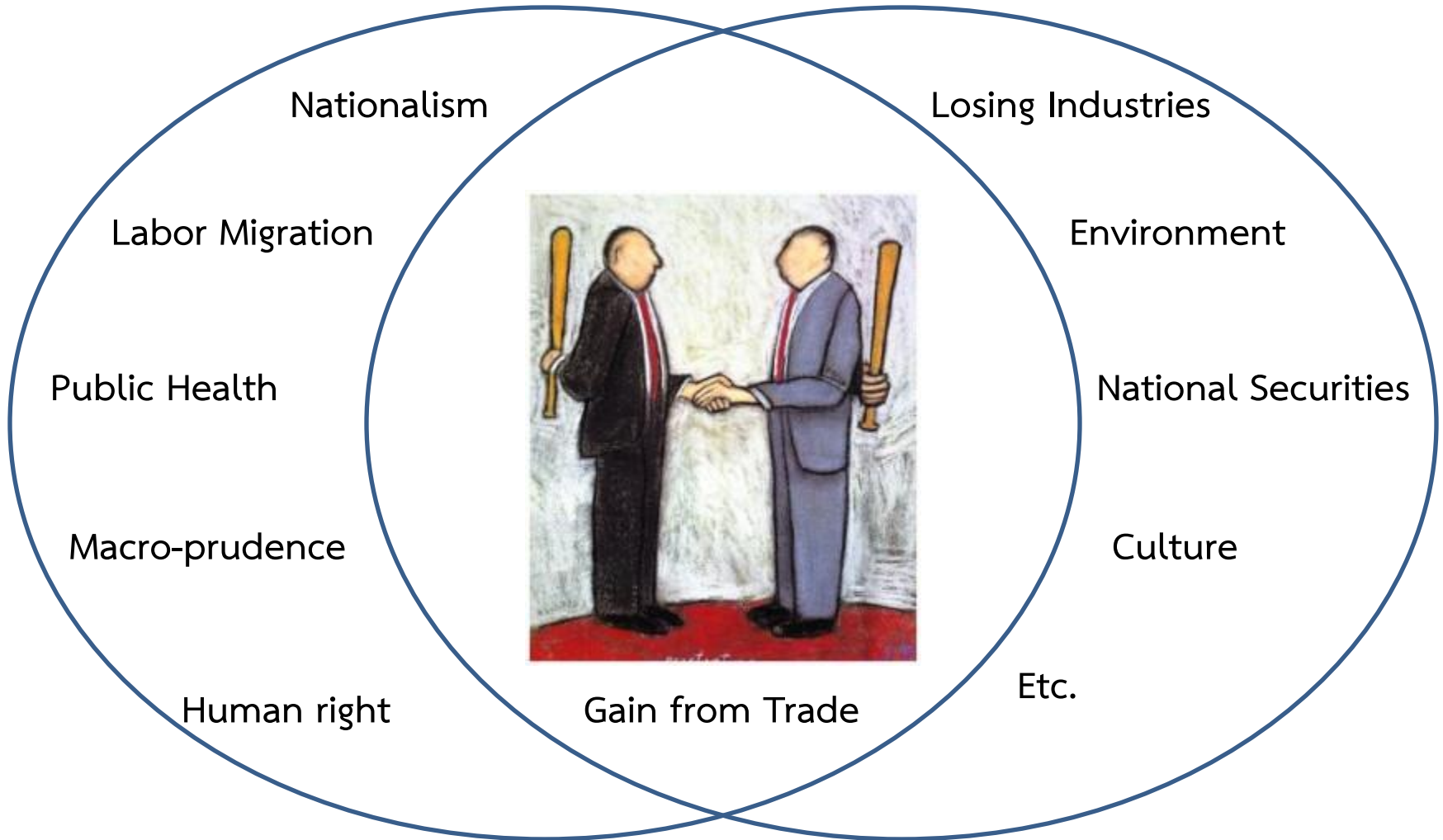


Trade Negotiations

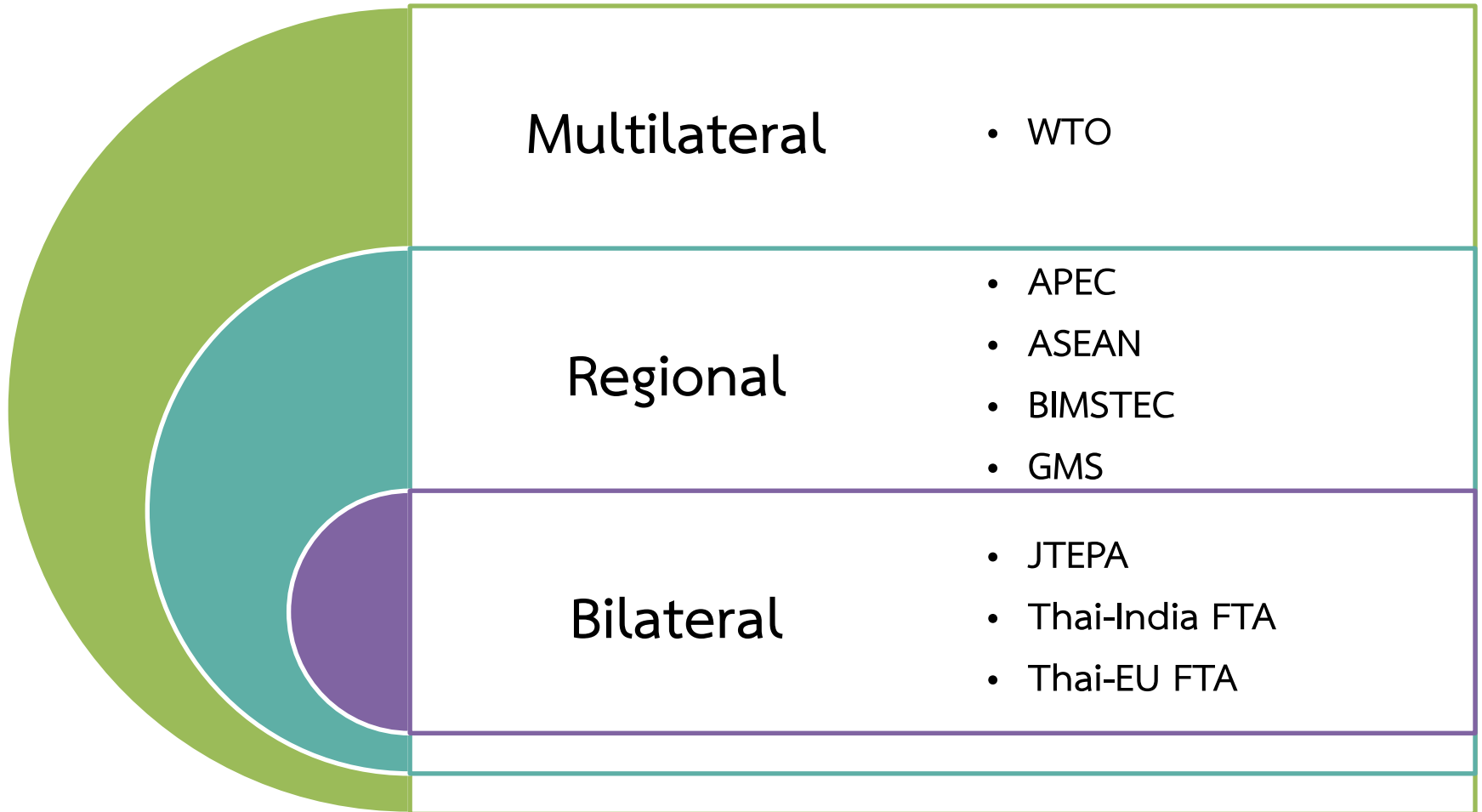
Soraphol Tulayasathien, Ph.D.

Fiscal Policy Office

Why negotiate?



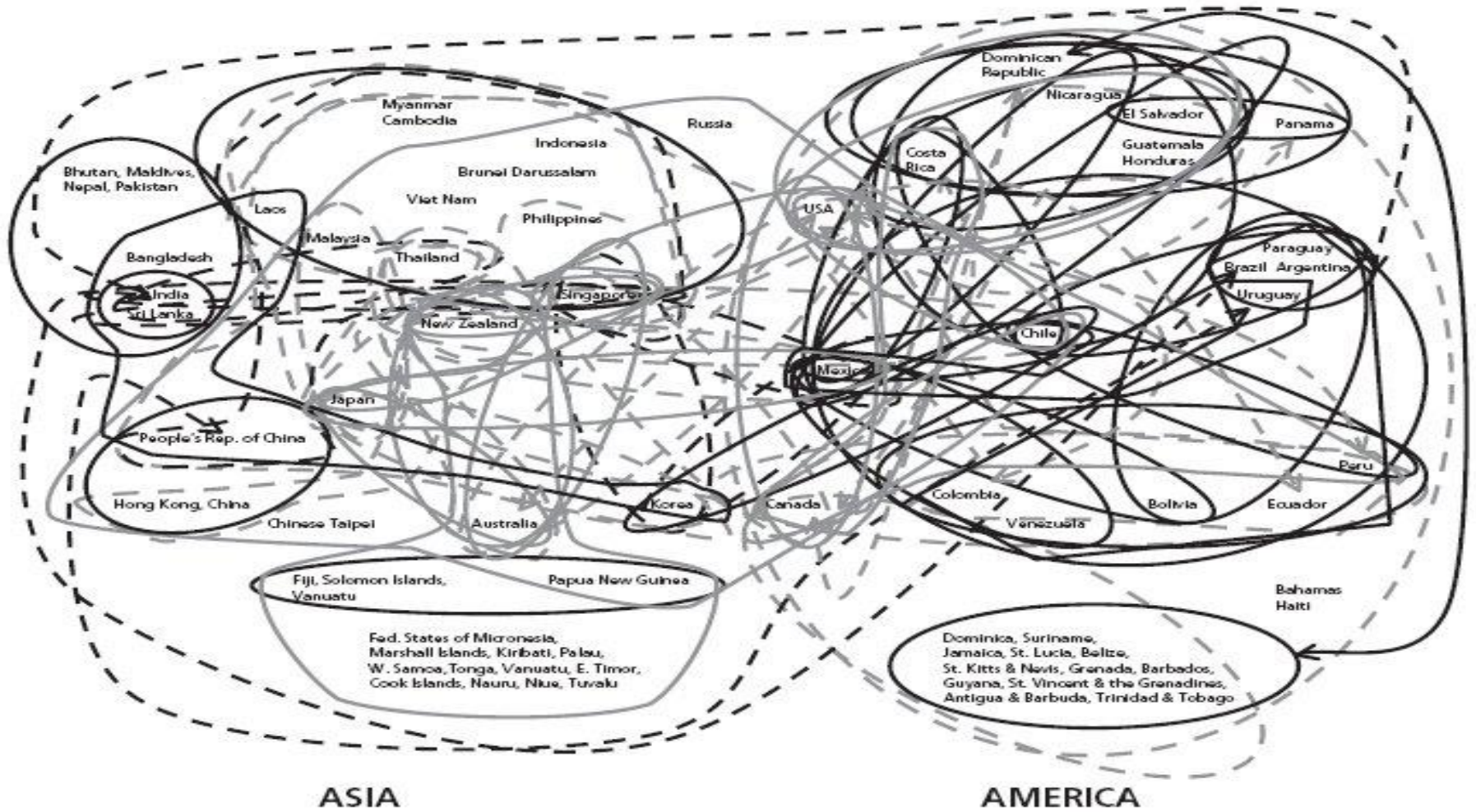
Trade negotiations Regimes



Negotiation Issues

- Agricultural (Access, Subsidies)
- NAMA
- Services
- Trade facilitation
- Rules
- Environment
- Geographic Indicator
- TRIP
- Dispute Settlement
- E-Commerce
- Technical Assistances
- Etc.

Spaghetti Bowl



—— Intra-regional - - - - Inter-regional —— Concluded - - - - Under negotiation

Trade Negotiation Process

✓ Negotiation stance

- Studies
- Consultation process

✓ Negotiation framework

- Negotiation mandate

✓ Negotiation

- Working group, senior official, ministerial, and leader levels

✓ Signing

- Approval for signing

✓ Implementation

- Domestic law
- Public dissemination of information

Tactics

- Know oneself/know the opposite side
- Understanding cultural differences
- Building alliances
- Point out the common goal/objective
- Agenda setting
- Concluding/Minutes



