

**19 February 2025****2–3.30 p.m. (CET)****Online**

## Online course on trade negotiation techniques

### Webinar 1: Trade negotiations in today's context

#### Key Issues

Trade policymaking and trade negotiations is a challenging task in all countries and presents great difficulties for officials in developing countries. This is more so in today's uncertain trading environment and multidimensional crises that the world faces.

In this introductory webinar, Prof. Craig VanGrasstek, the instructor of this course, will talk about the past, present and future of trade negotiations. He will provide insights on the international trading system in today's context and challenges in reaching consensus in international trade negotiations.

The instructor's presentation will be followed by an interactive discussion, where participants will have an opportunity to ask questions to the instructor.

#### Programme

##### Moderator

- **Ms. Ebru Gökçe Dessemond**, Economic Affairs Officer, UNCTAD

##### Presentation by the Course Instructor

- **Mr. Craig VanGrasstek**, Trade Consultant and President, Washington Trade Reports, and former Adjunct Lecturer in Public Policy at the Harvard Kennedy School

##### Q&A session

