



Advanced Executive Training on
Building Expertise in Negotiation, Implementation and Compliance of rules
of origin and operational certification procedures (OCPs)

19-20 November 2025
Sofitel, Siem Reap, Cambodia

Draft Programme of Activities

Wednesday, 19 November 2025

08:30– 9:00 Registration

Opening Session

Emcee: TTTRI, MOC

(National Anthem)

09:00–09:15 Welcome remarks by ADB and UNCTAD

- Pramila Crivelli, ADB
- Paul Akiwumi, Director, UNCTAD (*video recording*)

09:15–09:35 Opening remarks

- Mr. Yun Linne, Vice Governor of Siem Reap Province
- H.E. Veng Sothy, Secretary of State

09:35 – 9:40 *Group Photo*

9:40-10:05 *Coffee Break*

10:05- 10:20 Presentation of the advanced course and its objectives

- Pramila Crivelli, ADB

Session 1: Recent Trends in PSRO and OCP Reform

This session will examine the latest developments in rules of origin negotiations, beginning with the global context of reciprocal tariffs and non-preferential origin measures that have reshaped trade patterns and supply chains. It will highlight how these shifts affect Cambodia's trade interests and negotiation stance, setting the stage for subsequent discussions on preferential trade agreements offering a framework for stability and predictability.

10:20 – 10:55 Emerging issues: US reciprocal tariffs and rules of origin

- Stefano Inama, UNCTAD

10:55– 11:35 Export Procedures to the United States. A Cambodia perspective

- Leaksmy Sok, General Department of Customs and Excise (GDCE)
- Chouen Hakchenda, DIMEX

11:35 – 11:45 Interactive discussion

Session 2: Negotiating and implementing product specific rules of origin (PSROs) – Opportunities from convergence

This session introduces advanced analytical tools to evaluate PSROs, drawing on ADB–UNCTAD comparative studies across RCEP, ATIGA, and other ASEAN+1 FTAs. It highlights convergence opportunities and challenges in aligning PSROs to promote trade facilitation and utilization. Building on the global context, this session will also discuss how well-negotiated, business-friendly PSRO and OCP provisions can enhance certainty, utilization, and competitiveness for Cambodia.

11:45 – 12:30 Analyzing the results of the PSROs convergence study
 ■ Pramila Crivelli, ADB

12:30-13:45 *Lunch*

13:45 – 14:30 Deep Dive: Sectoral Examples of PSRO Convergence
 ■ Stefano Inama, UNCTAD

14:30 – 14:40 Interactive discussion

Session 3: Understanding Regional Value Content (RVC)

This technical module provides a deep dive into the two principal RVC calculation methods used in trade agreements.

14:40 – 15:10 Understanding Regional Value Content (RVC) calculation methods

15:10 – 15:20 Interactive discussion

15:20 – 15:30 *Coffee break*

Session 4: Drafting and updating PSRO

Effective PSROs must accurately reflect real production processes and adapt to changes in input sourcing, processing, and tariff classification. This session provides practical techniques for drafting CTC-based and RVC-based rules, followed by hands-on exercises on how to update PSROs when the Harmonized System (HS) is revised. Participants will work through examples of HS 2017/2022 reclassification, identify where existing rules no longer fit the new structure, and apply these skills to puzzle-based problem-solving on HS–PSRO alignment.

15:30–16:15	Techniques for Drafting Product-Specific Rules of Origin using input-output matrix
16:15–16:30	Updating PSROs to a new HS classification
16:30–17:00	Solving puzzles on updating PSROs
17:00–17:20	Reporting by groups
17:20–17:30	Wrap up of day 1 and introduction of day 2.

Thursday, 20 November 2025

08:20– 8:30	Registration
-------------	--------------

Session 5: Utilization Rates and Operational Certification Procedures (OCP) – Understanding Effectiveness and Best Practices

This session reviews how rules of origin and certification procedures influence Cambodia’s preference use. It draws on utilization data, findings from Viet Nam’s business survey, and early insights from Cambodian firms to identify key procedural hurdles. The discussion highlights how certification and documentation affect exporters and explores practical ways to strengthen Cambodia’s OCP framework.

08:30–08:45	Utilization Rates in Cambodia ▪ Pramila Crivelli, ADB
08:45–09:20	Vientam Business Survey and Insights from Cambodia’s private sector ▪ Phuong Pung, ADB consultant
09.20–09:30	Interactive discussion

Session 6: Simulation of negotiations and implementation of PSROs and OCPs

Hands-on drafting and simulation exercises where participants draft and negotiate origin provisions for selected sectors, applying their understanding of RVC methods, PSRO design, and OCP drafting.

09:30–09:55	Presentation of the drafting and simulation exercises
09:55–10:50	Practical drafting/negotiating exercise - 1 st Round
10:50–11:05	<i>Coffee Break</i>
11:05 – 11:45	First reporting exercise
11:45 – 12:40	Practical drafting/ negotiating exercise – 2 nd Round
12:40– 13:45	<i>lunch</i>
13:45-14:40	Second reporting exercise
14:40 – 15:35	Practical drafting/ negotiating exercise – 3 rd Round
15:35- 15:50	<i>Coffee break</i>
15:40-16:35	Third reporting exercise
16:35 – 16:50	Closing ceremony