

# Train for Trade II

EU-UNCTAD joint Programme for Angola



Commercial  
Diplomacy

## Virtual Training in Improving Trade Negotiating Techniques and Use of Data Sources, Trade Statistics and Analytical Tools.

Online, 25 November 2020

### BACKGROUND AND METHODOLOGY OF THE TRAINING

Since the start of the implementation of activities under the EU-UNCTAD joint Programme for Angola: Train for Trade II in 2018, the *Commercial Diplomacy Component* has undertaken three training workshops in Luanda, Angola, in which Angola's trade policymakers, negotiators at multilateral and regional levels, and other relevant stakeholders were trained. The first training, undertaken in November-December 2018, helped the Angolan participants better understand negotiations, trade performance and trade policy formulation and implementation on regional trade integration. The training also helped them to better understand how to access and use market access information including customs tariff and non-tariff measures and tools for trade analysis, in the context of Angola's membership with SADC, TRIPARTITE and the Africa Continental Free Trade Area (AfCFTA). The second training, jointly undertaken with the WTO in March 2019, enhanced the understanding of Angolan participants on trade in services as an important export diversification sector and tool for development. The third training, undertaken in May 2019, contributed to building awareness on non-tariff measures (NTMs) and the understanding of their impact on international and regional trade.

In 2020, at the special request of the Government, this training was originally planned for May and was aimed at helping Angolan trade negotiators at both multilateral and regional levels to sharpen their negotiating skills by improving their negotiating techniques combined with substantive negotiating knowledge, and better understanding and use of trade in goods statistics and market access information including tariff and non-tariff measures and tools for trade analysis which are all important tools for trade negotiators.

Given the constraints posed by the COVID-19 pandemic while desiring to advance programme activities for the benefit of Angola trade negotiators, this concise training is being proposed for late November in a virtual format focusing on selected topics.

In trade negotiations, it is important to know what a country trades and with whom at the present time. It is equally important to know the market access conditions in the trading partner countries so as to know where to begin in negotiating better future deals and to make tariff concessions. Thus, access to data on both bilateral trade statistics and on customs tariff and non-tariff measures is crucial to efficiently carry out trade negotiations.

CONCEPT NOTE

# Train for Trade II

EU-UNCTAD joint Programme for Angola



Therefore, a good understanding of trade and customs tariff data is necessary as these data play a role in the negotiation and analysis of trade agreements in both multilateral negotiations, such as the WTO, as well as in bilateral negotiations such as free trade agreements and regional trade agreements such as EPA, SADC and AfCFTA. The training will discuss the main data sources for trade statistics and market access data as well as the main online tools to analyze data, including the World Integrated Trade Solution (WITS) and UNCTADstat.

The training on improving negotiating techniques in the context of trade negotiations will be conducted through a series of concise presentations with the use of PowerPoint presentations and interactive discussions, facilitated by simultaneous interpretation between English and Portuguese. It will be complemented by action-oriented hands-on training around selected main topics and questions for participants to provide answers.

---

## PROPOSED CONTENT OF THE TRAINING IN BRIEF

### (a) Training on improving negotiating techniques in the context of trade negotiations

**Session 1: Mapping of Angola's participation in international trade and some priority policy issues in its engagement in multiple trade negotiations to achieve Angola's goals**

**Session 2: Some negotiating issues and techniques in the context of regional trade negotiations, including EPA**

**Session 3: Preliminary assessment of Angola's import tariff schedule as a basis for EPA negotiations**

**Session 4: Use of data sources, trade statistics and analytical tools in trade negotiations**

**Session 5: Using trade data by trade representatives in Embassies to promote trade**

---

## EXPECTED OUTPUTS

- Training will take place virtually in one day, divided in morning and afternoon sessions.
- The total time allocated will be about five hours.
- A total number of 50 participants is anticipated, especially consisting of officials involved in EPA negotiations as well as trainers

---

## EXPECTED OUTCOMES

- Increased awareness of the importance of stronger ownership in negotiations agenda and process
- Improved negotiating skills leading to improved quality and higher number of negotiating proposals
- Better preparedness in negotiations
- Better understanding of negotiating process, outcomes and implications

# Train for Trade II

EU-UNCTAD joint Programme for Angola

- Identification of broad negotiating objectives and interests in trade negotiations
- Improved knowledge and ability to use trade data and trade regulations in trade negotiations
- Better appreciation of the importance of designing trade agreements in a way that meet the country's longer-term sustainable development objectives.
- National trainers' and institutions' capacities in trade negotiations and trade policy improved

---

## SELECTION CRITERIA FOR PARTICIPANTS

The target participants are trade policy makers and technical staff from all relevant Ministries, negotiators of multilateral and regional agreements, parliamentarians, trade researchers, training institutions and academics, trade regulators, customs officials dealing with tariffs and trade data, private sector and NGOs.

It is expected that a list of participants will be proposed by the Government and given to UNCTAD for the final selection of 50 participants based on work experience and education related to trade policy formulation, negotiations, trade analysis and knowledge of market access issues.

---

## LOGISTICS INFORMATION FOR PARTICIPANTS

The training is proposed to take place on Wednesday 25 November 2020, from 10:00–13:00 (morning sessions) and 14:00–16:00 (afternoon sessions). MINDCOM supports the delivery of the activity by facilitating the meeting through the Zoom videoconference platform with its simultaneous interpretation facility.

Participants must bring their own laptops to each session.

The sessions will be given in English, with interpretation into Portuguese.

---

## TECHNICAL REQUIREMENTS

In this training, it is essential that participants have access to a computer, connected to the internet. To access trade statistics through on-line tools, such as WITS and UNCTADStat, a good high-speed internet connection is necessary.

---

## TRAINERS

### 1. Mr. Edward Chisanga, Economic Affairs Officer, UNCTAD

Mr. Edward Chisanga worked in Zambia's Ministry of Trade on multilateral and regional trade integration. He has experience of over twenty years as a diplomat negotiating multilateral and regional trade integration and as UNCTAD official supporting developing countries, African countries and least developed countries in capacity building in trade negotiations, trade policy formulation and implementation for improved trade and development.

# Train for Trade II

EU-UNCTAD joint Programme for Angola



## 2 Mr. Samuel Munyaneza, Economic Affairs Officer, UNCTAD

Mr. Samuel Munyaneza has been a staff member of the UNCTAD secretariat for over 20 years, always specializing in the development and dissemination of databases and information systems of trade and market access data. He has in-depth knowledge of the technical issues related to trade negotiations and research in tariff and other market access conditions and has vast experience in conducting trainings and workshops in developing countries. He holds a Master's degree in applied Statistics from Michigan State University, United States of America.

## 3 Mr. Taisuke Ito, Economic Affairs Officer, UNCTAD

Mr. Taisuke Ito works in the Trade Negotiations and Commercial Diplomacy Branch. He joined UNCTAD in 1999 and has been engaged in policy research and technical cooperation activities in support of developing countries' participation in multilateral and regional trade negotiations and trade policy formulation, including in the context of the WTO Doha Round negotiations, ACP-EU EPA negotiations, and the African Continental Free Trade Area (AfCFTA) negotiations.

.....

**Johanna Silvander**  
Programme Management  
Officer  
UNCTAD Geneva  
johanna.silvander@un.org  
+41 22 917 5116

### CONTACTS

**Adelino Muxito**  
National Coordinator  
UNCTAD Luanda  
Adelino.Muxito@un.  
org  
+244 921 897 959

**Edward Chisanga**  
Economic Affairs  
Officer UNCTAD  
Geneva  
edward.chisanga@un.o  
rg  
+41 22 917 55 95