

5 March 2025  
2:00-3:30 PM (CET)  
Online

## Online Course on Trade Negotiation Techniques

### Webinar 2:

## Negotiating trade agreements: WTO and non-WTO issues

### Key Issues

Negotiating trade agreements has become more and more challenging, especially for officials in developing countries. This is due to expanding coverage of trade agreements, which used to be mostly about liberalization of tariffs in the past. Today, trade negotiations cover many other issues, environmental goods and services, human rights and labour rights, some of which are referred to as sustainability issues.

This second webinar organized within the online course on trade negotiation techniques will address negotiations outside the WTO framework, environment-related trade agreements, such as Agreement on Climate Change, Trade and Sustainability (ACCTS), and negotiation of issues going beyond the WTO. Prof. Craig VanGrasstek and other experts will share their insights and experiences on how to navigate trade negotiations involving such a wide range of issues.

### Programme

#### Moderator

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

#### Speakers

- **Ms. Luz Maria De La Mora**, Director, Division on International Trade and Commodities, UN Trade and Development
- **Mr. Junior Lodge**, former Assistant Secretary-General, Secretariat of the Organisation of African, Caribbean and Pacific States

#### Discussant

- **Mr. Craig VanGrasstek**, Trade Consultant and President, Washington Trade Reports

#### Question & Answer session

