



Training Workshop on Trade in Services Negotiations for AU-CFTA Negotiators

**Nairobi, Kenya
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**Introduction of the Trade in Services
Negotiation Simulation Exercise and
composition of teams**



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Outline

- What is the exercise is about?
- How do we “play this game”?
 - Preparing yourselves for the game
 - What happens on the day of the game
- Teams and handling of confidential mandates



What is the exercise is about?

- Simulating consultations amongst national stakeholders as regards a country's possible commitments under the GATS on financial services
 - Expected outcome: A consensual services offer
 - Subsector: Banking (7B, excludes insurance)
- Participants assigned to 5 groups of stakeholders
 - Leadership in consultations: Ministry of Trade



How do we “play this game”?

... Preparing yourselves

1. One week before...
 - Read carefully: (i) the general exercise and (ii) the background materials sent to you
 2. Two days before (today)...
 3. Before the day of the simulation (today & tomorrow)...
- Read carefully the confidential mandate of your team.
 - Discuss within your Group about the main policy objectives that you would like to see the Government put in place in light of the request of foreign services supplier
 - Write down the proposal of your group
 - Nominate a spokesperson for your group

How do we “play this game”?

...On the day of the event

- Simulation taking place on: Wednesday 26 from 14:00 to 17:00
- 14:00-15:15 | Spokespersons present the position of each Group to the Ministry of Trade (max. 15 min/group).
 - The other groups may use this time to hold bilateral meetings to exchange views and build alliances.
- 15:15-15:30 | Coffee break
- 15:30-16:00 | The Ministry of Trade will prepare its position in the form of a GATS schedule (Break-out time for the other groups)
- 16:00-16:30 | Meeting convened by the Ministry to present the country's position on liberalization of the sector.
 - Other groups/stakeholders will be allowed to comment on the Government position (where it meets and diverges from the group's interests)
- 16:30-17:00 | UNCTAD debrief the participants on substantive elements and negotiation techniques related to this exercise

