

# Train for Trade II

EU-UNCTAD joint Programme for Angola



Commercial  
diplomacy

Training Workshop  
**NATIONAL WORKSHOP ON TRADE IN SERVICES**  
jointly organized by UNCTAD and WTO

Luanda, Angola, 25–28 March 2019  
National School of Administration (ENAD)

## DAY 1 – Monday 25 March 2019

### Morning session

08:00–09:00

#### Registration

09:00–09:30

#### Opening session

Representative from Angola  
Representative from the European Union delegation in Angola  
Mr. Khairedine Ramoul, UNCTAD

- Welcome and opening remarks
- Objectives of the workshop
- Participant's expectations

09:30–10:00

#### 'Before' trade in services knowledge test

10:00–10:20

#### Coffee break

10:20–12:00

#### Session 1: Overview of trade in services basic concepts – the GATS and any variations in the SADC/AfCFTA frameworks

Mr. Khairedine Ramoul, UNCTAD

- Objectives, structure and scope of application
- Key obligations and disciplines under the GATS
- The concept of progressive liberalization
- MFN and other general obligations
- Q&A

12:00–13:30

#### Lunch break

### Afternoon session

13:30–15:00

#### Session 2: Scheduling services commitments

Mr. Khairedine Ramoul, UNCTAD  
Mr. Markus Jelitto, WTO

- Structure of schedules
- Classification
- Market access

PROGRAMME



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### DAY 1 – Monday 25 March 2019 (Continued)

- National treatment
- Additional commitments
- Horizontal commitments
- Scheduling techniques
- Q&A
- Preparation for the scheduling exercises

15:00–15:20

#### Coffee break

15:20–16:30

#### Session 3: Training of trainers session – Scheduling additional concepts

Mr. Khairedine Ramoul, UNCTAD

Mr. Markus Jelitto, WTO

- How to read a schedule of specific commitments?
- How to transpose national policy objectives and constraints into schedules?
- Avoiding scheduling mistakes

### DAY 2 – Tuesday 26 March 2019

#### Morning session

08:30–09:00

#### Registration

09:00–10:20

#### Session 4: Scheduling exercises

Mr. Khairedine Ramoul, UNCTAD

Mr. Markus Jelitto, WTO

- Scheduling exercises

10:20–10:40

#### Coffee break

10:40–12:00

#### Session 4: Scheduling exercises (concluded)

Mr. Khairedine Ramoul, UNCTAD

Mr. Markus Jelitto, WTO

- Scheduling exercises

12:00–13:30

#### Lunch break

#### Afternoon session

13:30–15:00

#### Session 5: Angola's stake in multilateral trade in services negotiations

Representative from the Permanent Mission of Angola to the United Nations Office in Geneva

- Background to multilateral trade in services negotiations
- Regional/mega-regional/multilateral negotiations: How it all connects

15:00–15:20

#### Coffee break

15:20–16:30

#### Session 6: Angola's stake in regional trade in services negotiations

Representative from the Permanent Mission of Angola to the United Nations Office in Geneva

Representatives from MINCO (SADC focal point and CFTA focal point)

- Background to regional trade in services negotiations, including roadmaps, timelines, and expected deliverables – SADC, CFTA



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### DAY 3 – Wednesday 27 March 2019

#### Morning session

08:30–09:00

#### Registration

09:00–10:00

#### Session 7: Generally applicable laws and regulations affecting trade in services

Mr. Markus Jelitto, WTO

Mr. Malcolm McKinnon, Senior Trade Advisor on Trade in Services, SADC Secretariat

- Investment legislation and policies (commercial presence)
- Labour and immigration regulations (presence of natural persons)
- Other

10:00–10:20

#### Coffee break

10:20–12:00

#### Session 8: Services priority sectors – Tourism services

Representative from the Association of Hotels and Resorts of Angola or from the Association of Travel Agencies and Tour Operators of Angola

Mr. Markus Jelitto, WTO

Mr. Malcolm McKinnon, Senior Trade Advisor on Trade in Services, SADC Secretariat

- Tourism services in Angola
- Scheduling of tourism services commitments

12:00–13:30

#### Lunch break

#### Afternoon session

13:30–15:00

#### Session 9: Economic trends of trade in services

Mr. Bruno Antunes, UNCTAD

- The role and economic importance of services and services trade
- Trade by sectors and modes
- Relevant trends in Africa and Angola
- “Servicification”, services value-added and global value chains
- Q&A

15:00–15:20

#### Coffee break

15:20–16:30

#### Session 10: Training of trainers session – Data for trade in services

Representative from the National Institute of Statistics

Mr. Bruno Antunes, UNCTAD

- Measuring trade in services
- Sources of data
- Data policies and strategies



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### DAY 4 – Thursday 28 March 2019

#### Morning session

- 08:30–09:00 **Registration**
- 09:00–10:30 **Session 11: Services priority sectors – Financial services**
- Representative from the Angolan Association of Banks  
Mr. Markus Jelitto, WTO  
Mr. Malcolm McKinnon, Senior Trade Advisor on Trade in Services, SADC Secretariat
- Insurance
  - Banking and other financial services
- 10:30–10:50 **Coffee break**
- 10:50–12:30 **Session 12: Services priority sectors – Transport services**
- Representatives from port or road corridors  
Mr. Markus Jelitto, WTO  
Mr. Malcolm McKinnon, Senior Trade Advisor on Trade in Services, SADC Secretariat
- Road transport
  - Air transport
  - Rail transport
  - Auxiliary transport services
- 12:30–14:00 **Lunch break**

#### Afternoon session

- 14:00–15:00 **Session 13: Taking stock of issues discussed**
- Mr. Bruno Antunes, UNCTAD  
Mr. Markus Jelitto, WTO
- Overview of the information obtained
  - Discussion of next steps and follow-up
- 15:00–15:20 **Coffee break**
- 15:20–16:30 **Final session: Evaluation of the workshop and closing**
- Mr. Bruno Antunes, UNCTAD  
Mr. Markus Jelitto, WTO
- 'After' trade in services knowledge test**
- Final debriefing with participants**

### BACKGROUND MATERIAL

- General Agreement on Trade in Services
- Trade in Services – Extended Set of Documents 2015 (including the Scheduling Guidelines S/L/92)
- SADC Protocol on Trade in Services (P)
- SADC Schedules of Trading Partners
- ACFTA – Annex on Trade in Services
- Angola – GATS schedule (E, S, F)

### CONTACTS

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