



Summary

TITLE	ENHANCING THE NEGOTIATING CAPACITY OF THE INTERNATIONAL TRADE PROFESSIONALS
Applicant	Ministry of Trade and Industry - Republic of Trinidad and Tobago (T&T)
Duration of the Project	The intended commencement date is October 2011 and the period of implementation of the contract will be 7 months from this date. . The period of the implementation for the assignment cannot exceed 30 April 2012.
Objective of the action	The overall objective of the project is to provide Technical Assistance to enhance the negotiating Capacity of the International Trade Professionals (ITPs) in T&T The purposes of this contract are as follows: <ul style="list-style-type: none"> • To enhance the Ministry of Trade and Industry’s capacity to undertake trade negotiations at the regional and multilateral levels; • To implement WTO and other trade agreements; and formulate complementary policies that will enable T&T to reap the benefits of freer global trade.
Expertise Required	One expert is envisaged for this assignment: an economist conversant with the multilateral trading system, including negotiating techniques and skills. The expert should be able to instil knowledge on Policy Formulation, Trade Negotiation Skills, Commercial Diplomacy, Trade Modelling, Research Methodology, Business Development, Investment Promotion, Monitoring and Evaluation, Project Management, Project Proposal Writing, Performance Management and Statistical Analysis. He must also be able to link the legal aspect of the WTO with the policy instruments i.e. how to ensure that whatever a country has negotiated is not lost during drafting of the treaties.
Expected results	
	<ul style="list-style-type: none"> • The development of a pool of competent international trade professionals capable of executing Ministry of Trade and Industry’s mandate; • Better understanding and mastering stakes by officials involved in multilateral trade negotiations in order to prepare submissions to the WTO negotiating bodies; • Improved ability to undertake research; assess implications of participation in the MTS; and formulate & implement policies to respond to these issue in a proactive manner; • • Improved ability of the trained officials to prepare advisory notes and technical papers for negotiations;

	<ul style="list-style-type: none"> • Improved ability to identify market access opportunities from other members’ proposals; • Improved compliance with the WTO agreements;
Main activities	
	<ul style="list-style-type: none"> • Identify the weaknesses inherent in Trinidad and Tobago relating to multilateral trading system (Needs assessment) • Prepare in house training materials based on the current level of understanding of the international trade issues. These will include, the development of a curriculum, in liaison with the Ministry covering: <ul style="list-style-type: none"> - Policy Formulation - Trade Negotiation Skills and techniques - Commercial Diplomacy - Trade Modelling - Research Methodology - The law and policy of the WTO - WTO Dispute Settlement - Monitoring and Evaluation of negotiations - Technical papers and submissions on issues under discussions/negotiations • Develop training manuals and other relevant training materials for the selected participants; • Conduct on the job training to the selected participants over a period of 5 months. • Develop a performance assessment mechanism for measuring the success of the training programme
Budget	€171.000