



**Agenda**  
**National Training Activity**  
**on Preparing to Negotiate a Potential CAREC-wide Free Trade Agreement**

20 March 2023  
Islamabad Serena Hotel, Islamabad  
13:30 – 16:00 (Islamabad time)

Time	Session
13:15-13:30	<b>Registration</b> Signing up; video/audio connection checks
	Moderator: Dr. <b>Ghulam Samad</b> , Senior Research Specialist, CAREC Institute
13:30 -13:45	<b>Welcome Remarks</b> <ul style="list-style-type: none"><li>▪ Ms. <b>Maria Kazi</b>, Joint Secretary, Ministry of Commerce</li><li>▪ Ms. <b>Zulfia Karimova</b>, Principal Regional Cooperation Specialist, Public Management, Financial Sector and Regional Cooperation Division (EAPF), East Asia Department (EARD), ADB.</li></ul>
13:50-15:00	<b>Session 1: Preparing for Negotiations   Substantive Considerations</b> Instructor: Mr. <b>Simon Lacey</b> , Capacity Building Project Team, PMCG ( <i>virtually</i> ) <ul style="list-style-type: none"><li>▪ Trade in Goods [15 mins]</li><li>▪ Technical Barriers to Trade and Sanitary and Phytosanitary Measures [15 mins]</li><li>▪ Trade in Services [15 mins]</li><li>▪ Digitization and E-Commerce [15 mins]</li><li>▪ Q&amp;A [10 mins]</li></ul>
15:00 - 15:15	<b>GROUP PHOTO</b> <b>and Coffee-break</b>
15:15-15:55	<b>Session 2: Preparing for Negotiations   Process, Organization and Strategic Considerations</b> Instructor: Mr. <b>Mikheil Janelidze</b> , Capacity Building Project Team, PMCG ( <i>virtually</i> ) <ul style="list-style-type: none"><li>▪ Preparing for Negotiations &amp; Managing workflow [10 mins]</li><li>▪ Objectives &amp; Mandate of Negotiations [10 mins]</li><li>▪ Process &amp; Techniques of Negotiations [10 mins]</li><li>▪ Implementation, M&amp;E [10 mins]</li></ul>
15:55-16:00	<b>Concluding Remarks and Farewell for Training Activity</b> <ul style="list-style-type: none"><li>▪ <b>Dr. Irfan Abbas Shah</b>, Joint Secretary, Economic Affairs Division Ministry of Economic Affairs, CAREC National Focal Point</li><li>▪ Ms. <b>Zulfia Karimova</b>, ADB.</li></ul>