



**National Training  
On preparing to negotiate a potential CAREC-wide FTA**

**Session 4:  
Exercise on Preparing for Services Negotiations in a CAREC-  
Wide FTA**

**Almaty, Kazakhstan**

**May 2023**



# Session 2 | Trade in Services Overview

**01**

**Problem Set 1 |  
Mapping the  
Bilateral  
Services Trade  
Relationship**

**02**

**Problem Set 2 |  
Find Relevant  
WTO and FTA  
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**Conclusion |  
Summing Up and  
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# 01

## Problem Set 1 | Mapping the Bilateral Services Trade Relationship

### Instructions

National Teams  
organize into subgroups  
and focus on one of the  
other three trading  
partners (see next slide)

01

Using OECD data, determine how big the overall services trade relationship is in terms of services exports of each trading partner to the other.

02

Identify top export interests in services to each of your partners

03

Identify top services export interests of each of your partners to your market

04

Identify top services export interests to the world of your country and your three trading partners

# 01

## Problem Set 1 | Mapping the Bilateral Services Trade Relationship



# Problem Set 1 | Mapping the Bilateral Services Trade Relationship

Data by theme

Popular queries

Find in Themes

Reset

International Trade and Balance of Pay

International Trade and Balance of Payments

Balance of Payments (BOP)

International Balanced Trade Statistics

Balanced International Trade in Services (2005-2019)

Balanced International Trade in Services (1995-2012)

Balanced International Merchandise Trade Statistics (by CPA)

Balanced International Merchandise Trade Statistics (by HS2017)

International Merchandise Trade Statistics (Monthly and Quarterly)

International Trade in Services Statistics (ITSS)

International Transport and Insurance Costs of Merchandise Trade (ITIC)

Merchandise Trade Price Index

Trade in Value Added

Archived International Trade Statistics

## Balanced International Trade in Services (2005-2019)

Customise

Export

My Queries

Reporter Country	Australia														
Service	Total services														
Expression	Exports														
Unit	US Dollar, Millions														
Year	2014			2015			2016			2017			2018		
Measure	Reported value	Reported value including estimates	Final balanced value	Reported value	Reported value including estimates	Final balanced value	Reported value	Reported value including estimates	Final balanced value	Reported value	Reported value including estimates	Final balanced value	Reported value	Reported value including estimates	Final balanced value
	▲▼	▲▼	▲▼	▲▼	▲▼	▲▼	▲▼	▲▼	▲▼	▲▼	▲▼	▲▼	▲▼	▲▼	▲▼
Partner Country															
Austria	..	173.57	149.27	..	152.43	129.27	..	123.79	161.07	..	153.51	168.80	..	172.87	164.97
Belgium	138.80	139.70	221.35	110.40	111.30	178.83	115.20	115.20	209.56	171.70	171.80	229.10	151.70	151.70	205.94
Canada	850.90	850.90	937.67	774.60	774.60	808.60	770.10	770.10	825.03	819.30	819.30	849.71	889.10	889.90	929.06
Chile	183.90	183.90	160.86	137.50	138.40	128.19	152.40	152.40	143.59	180.10	180.20	161.79	215.20	216.50	187.50
Colombia	..	97.97	82.88	..	80.70	70.84	..	104.25	83.66	..	115.84	91.57	..	119.45	96.44
Costa Rica	..	15.03	11.82	..	15.69	13.29	..	23.20	19.77	..	19.44	16.18	..	23.31	19.24
Czech Republic	..	133.05	72.59	..	121.35	62.31	..	133.93	66.01	..	160.42	78.51	..	165.50	81.27

[https://stats.oecd.org/Index.aspx?DataSetCode=BATIS\\_EBOPS2010](https://stats.oecd.org/Index.aspx?DataSetCode=BATIS_EBOPS2010)

# Problem Set 1 | Mapping the Bilateral Services Trade Relationship

The OECD-WTO Balanced Trade in Services (BaTIS) dataset

ORGANISATION  
FOR ECONOMIC  
CO-OPERATION  
AND DEVELOPMENT



OECD.Stat

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English | Français

Search

[Getting Started](#)

**Data by theme** Popular queries

Find in Themes  [Reset](#)

International Trade and Balance of Pay

- International Trade and Balance of Payments
  - Balance of Payments (BOP)
- International Balanced Trade Statistics
  - Balanced International Trade in Services (2005-2021)
  - Balanced International Trade in Services (1995-2012)
  - Balanced International Merchandise Trade Statistics (by CPA)
  - Balanced International Merchandise Trade Statistics (by HS2017)
- International Merchandise Trade Statistics (Monthly and Quarterly)
- International Trade in Services Statistics (ITSS)
- International Transport and Insurance Costs of Merchandise Trade (ITIC)
- Merchandise Trade Price Index
- Trade in Value Added
- Archived International Trade Statistics

### Balanced International Trade in Services (2005-2021)

[Customise](#) [Export](#) [My Queries](#)

Reporter Country	Georgia											
Service	Total services											
Expression	Exports											
Unit	US Dollar, Millions											
Year	2016		2017		2018		2019		2020		2021	
Measure	Reported value including estimates	Final balanced value	Reported value including estimates	Final balanced value	Reported value including estimates	Final balanced value	Reported value including estimates	Final balanced value	Reported value including estimates	Final balanced value	Reported value including estimates	Final balanced value
	▲ ▼	▲ ▼	▲ ▼	▲ ▼	▲ ▼	▲ ▼	▲ ▼	▲ ▼	▲ ▼	▲ ▼	▲ ▼	▲ ▼
Partner Country	Mongolia											
	1.09	1.42	1.34	1.57	1.80	1.98	1.68	2.07	0.58	1.13	1.07	1.66

GEO



MNG

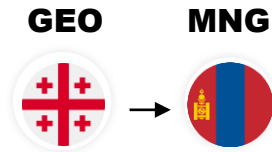


01

# Problem Set 1 | Mapping the Bilateral Services Trade Relationship

## Solutions

02



Selection | Display

Indicators 0 / 255

Expand Collapse

Search an indicator... Filter

- International trade statistics
- Foreign affiliates statistics
- Balanced International Trade in Services EBOPS 2010 (2005-2019) - (Experimental data set)
- Tariff indicators - Applied
- Bilateral imports
- Tariff indicators - Bound
- Export perspective in top 5 markets
- Non-tariff measures indicators

Reporting Economies 0 / 292

Years 0 / 76

NEW Dashboard | Database Inventory | Technical Notes | User Guide | Contact Us

English | Français | Español



WORLD TRADE ORGANIZATION  
ORGANISATION MONDIALE DU COMMERCE  
ORGANIZACIÓN MUNDIAL DEL COMERCIO

### WTO STATS

The WTO Stats portal contains statistical indicators related to WTO issues. Available time series cover merchandise trade and trade in services statistics (annual, quarterly and monthly), market access indicators (bound, applied & preferential tariffs), non-tariff information as well as other indicators.

Data retrieval functionalities include data selection, display and export, including available metadata.

Please proceed to indicator selection.

NEW The WTO Stats Dashboard, a new data visualization tool, is available. In this tool selected WTO Stats Portal data sets are presented visually via three distinct dashboards: Merchandise Trade, Commercial Services Trade, and Market Access. Depending on the dashboard, data can be explored by reporting economy, trade flow, period (annual, quarterly, monthly), indicator, and product or sector breakdown. Available [here](#).

For analytical reports on official tariff and import data of WTO members, go to [Tariff Analysis Online](#) (login required).

News
Last updated on: 2022/12/21
20 December 2022 - Monthly merchandise trade and trade in commercial services data were updated. Quarterly merchandise trade data were updated.
25 November 2022 - Update of annual total merchandise trade values by product group.
25 October 2022 - Quarterly trade in commercial services data were updated.
5 October 2022 - Annual and quarterly updates for merchandise trade. Update of annual and quarterly merchandise trade indices.
26 July 2022 - Annual updates for commercial services values and foreign affiliates statistics.
13 January 2021 - The new WTO-OECD Balanced Trade in Services (BaTIS) dataset is a complete,



01

# Problem Set 1 | Mapping the Bilateral Services Trade Relationship

## Solutions

02

GEO



MNG



WTO OMC | **WTO STATS** | [NEW Dashboard](#) | [Database Inventory](#) | [Technical Notes](#) | [User Guide](#) | [Contact Us](#) | [English](#) | [Français](#) | [Español](#)

Selection | Display

- Indicators **1 / 255**
- Reporting Economies **1 / 292**
- Products / Sectors **169 / 171**
- Partner Economies **1 / 263**
- Years **5 / 76**

Select all | Deselect All | Show selection

from 1948 to 2023

Select last: 5 years | 15 years | 20 years

Reporting Economy ↑	Product/Sector ↑	Partner Economy ↑	Year ←	2019
Georgia	BOP6 - SOX - Commercial services	Mongolia		2
	BOP6 - SPX4 - Goods-related services	Mongolia		0
	BOP6 - SA - Manufacturing services on physical inputs owned by others	Mongolia		0
	BOP6 - SB - Maintenance and repair services n.i.e.	Mongolia		0
	BOP6 - SC - Transport	Mongolia		0
	BOP6 - SD - Travel	Mongolia		1
	BOP6 - SOX1 - Other commercial services	Mongolia		0
	BOP6 - SE - Construction	Mongolia		0
	BOP6 - SF - Insurance and pension services	Mongolia		0
	BOP6 - SG - Financial services	Mongolia		0
	BOP6 - SH - Charges for the use of intellectual property n.i.e.	Mongolia		0
	BOP6 - SI - Telecommunications, computer, and information services	Mongolia		0
	BOP6 - SJ - Other business services	Mongolia		0
	BOP6 - SK - Personal, cultural, and recreational services	Mongolia		0
	BOP6 - S - Memo item: Total services	Mongolia		2
	BOP6 - SPX1 - Memo item: Other services	Mongolia		0
	BOP6 - SL - Memo item: Government goods and services n.i.e.	Mongolia		0

Excel | CSV | Link | API



01

# Problem Set 1 | Mapping the Bilateral Services Trade Relationship

## Solutions

03

Selection      Display

- ▶ Indicators 1 / 255
- ▶ Reporting Economies 1 / 292
- ▶ Products / Sectors 171 / 171
- ▶ Partner Economies 1 / 263
- ▼ Years 5 / 76

[Select all](#)      [Deselect All](#)  
[Show selection](#)

from  to

Select last: [5 years](#) | [15 years](#) | [20 years](#)

<input type="checkbox"/> 2007	<input type="checkbox"/> 2006	<input type="checkbox"/> 2005	<input type="checkbox"/> 2004
<input type="checkbox"/> 2003	<input type="checkbox"/> 2002	<input type="checkbox"/> 2001	<input type="checkbox"/> 2000
<input type="checkbox"/> 1999	<input type="checkbox"/> 1998	<input type="checkbox"/> 1997	<input type="checkbox"/> 1996
<input type="checkbox"/> 1995	<input type="checkbox"/> 1994	<input type="checkbox"/> 1993	<input type="checkbox"/> 1992
<input type="checkbox"/> 1991	<input type="checkbox"/> 1990	<input type="checkbox"/> 1989	<input type="checkbox"/> 1988
<input type="checkbox"/> 1987	<input type="checkbox"/> 1986	<input type="checkbox"/> 1985	<input type="checkbox"/> 1984
<input type="checkbox"/> 1983	<input type="checkbox"/> 1982	<input type="checkbox"/> 1981	<input type="checkbox"/> 1980
<input type="checkbox"/> 1979	<input type="checkbox"/> 1978	<input type="checkbox"/> 1977	<input type="checkbox"/> 1976
<input type="checkbox"/> 1975	<input type="checkbox"/> 1974	<input type="checkbox"/> 1973	<input type="checkbox"/> 1972
<input type="checkbox"/> 1971	<input type="checkbox"/> 1970	<input type="checkbox"/> 1969	<input type="checkbox"/> 1968
<input type="checkbox"/> 1967	<input type="checkbox"/> 1966	<input type="checkbox"/> 1965	<input type="checkbox"/> 1964

[Excel](#)   [CSV](#)   [Link](#)   [API](#)

Indicator:

Reporting Economy 1	Product/Sector 1	Partner Economy 1	Year --	2019
Georgia	BOP6 - SOX - Commercial services	World		3,203
	BOP6 - SPX4 - Goods-related services	World		20
	BOP6 - SA - Manufacturing services on physical inputs owned by others	World		2
	BOP6 - SB - Maintenance and repair services n.i.e.	World		18
	BOP6 - SC - Transport	World		421
	BOP6 - SD - Travel	World		2,214
	BOP6 - SOX1 - Other commercial services	World		548
	BOP6 - SE - Construction	World		2
	BOP6 - SF - Insurance and pension services	World		8
	BOP6 - SG - Financial services	World		19
	BOP6 - SH - Charges for the use of intellectual property n.i.e.	World		17
	BOP6 - SI - Telecommunications, computer, and information services	World		331
	BOP6 - SJ - Other business services	World		153
	BOP6 - SK - Personal, cultural, and recreational services	World		19
	BOP6 - S - Memo item: Total services	World		3,367
	BOP6 - SPX1 - Memo item: Other services	World		713
	BOP6 - SL - Memo item: Government goods and services n.i.e.	World		165

Total = \$11,220



# 01

## Problem Set 1 | Mapping the Bilateral Services Trade Relationship

### Answers

01

How big is the services trade relationship in each of the bilateral constellations?

02

What are the top services traded between each of the bilateral constellations?

03

What was each country's biggest services export to the world?

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# Problem Set 2 | Find Relevant WTO and FTA Commitments

## Instructions

01

**Obtain your partners' WTO schedules.**

Find the WTO Schedule of Specific Commitments in Services for your negotiating partner and download it.

02

**Review their schedules for potential negotiating issues.**

Check your partners' schedule and identify 3 sectors that that have either not been scheduled at all, or where different modes of supply are scheduled as either "Unbound" or with restrictions.

03

**Check any sectors you identify for subsequent FTA commitments**

See if your partner has made more liberalizing commitments in these sectors in subsequent FTAs

04

**Perform Step 1, 2 and 3 on yourself to anticipate requests from your partner**

Find, download and review your own schedule, and perform the analysis from tasks 2 and 3 above on your self. Then check these sectors against subsequent FTA commitments

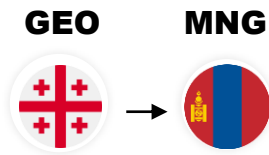
# 01

## Problem Set 2 | Find Relevant WTO and FTA Commitments



# Problem Set 2 | Find Relevant WTO and FTA Commitments

## Example



**WORLD TRADE ORGANIZATION**

Search

Home About WTO News and events Trade topics WTO membership Documents, data and resources WTO and you

home → trade topics → services → commitments

**SERVICES: COMMITMENTS**

### Schedules of specific commitments and lists of Article II exemptions

During the Uruguay Round of negotiations (1986-1994), participating countries undertook specific commitments on market access and national treatment, which are contained in their original services schedules. Some participating countries also drew up a list of MFN exemptions.

**SERVICES DATABASES**

**I-TIP- Services Portal**  
A set of linked databases that provides information on Members' commitments under the WTO's General Agreement on Trade in Services (GATS), services commitments in regional trade agreements (RTA), applied measures in services, and services statistics.

**I-TIP Services Database**

How to read a schedule

The protocols

Work in the WTO [+]

Services topics [+]

Disputes

Trade in services and LDCs

Data on services trade [+]

Contact and enquiry points

**All commitments and exemptions** [back to top](#)

**Search Documents Online**  
These links open a new window: allow a moment for the results to appear.  
> [help](#) with downloading these documents

**All commitments** (Document code GATS/SC/\*)  
 > [search](#)

**All exemptions** (Document code GATS/EL/\*)  
 > [search](#)

You can perform more sophisticated searches from the [Documents Online search facility](#) (opens in new window) by defining multiple search criteria such as document symbol (i.e. code number), full text search or document date.

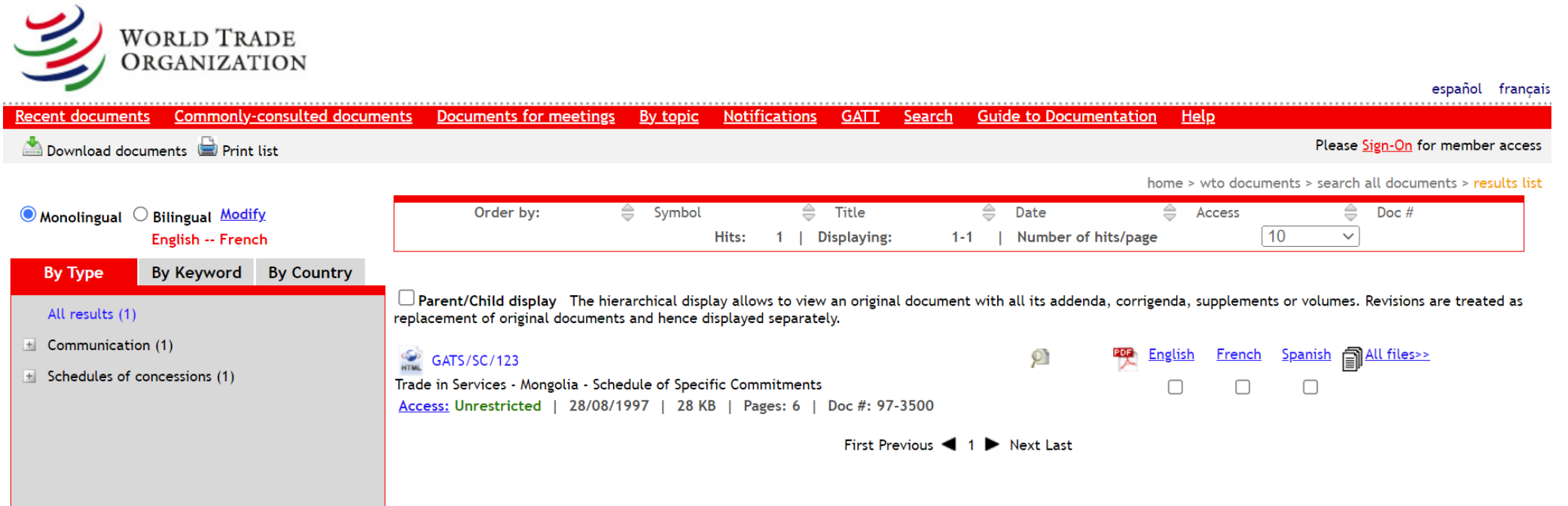
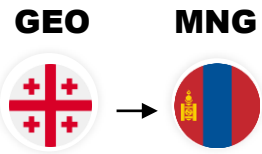
**Technical clarifications** [back to top](#)  
[How to read a schedule](#)

[https://www.wto.org/english/tratop\\_e/serv\\_e/serv\\_commitments\\_e.htm](https://www.wto.org/english/tratop_e/serv_e/serv_commitments_e.htm)

# 02

## Problem Set 2 | Find Relevant WTO and FTA Commitments

### Example



**WORLD TRADE ORGANIZATION**

español français

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Order by: Symbol Title Date Access Doc #

Hits: 1 | Displaying: 1-1 | Number of hits/page: 10

Monolingual Bilingual [Modify](#)  
English -- French

By Type By Keyword By Country

All results (1)

- Communication (1)
- Schedules of concessions (1)

Parent/Child display The hierarchical display allows to view an original document with all its addenda, corrigenda, supplements or volumes. Revisions are treated as replacement of original documents and hence displayed separately.

[HTML](#) [GATS/SC/123](#) [English](#) [French](#) [Spanish](#) [All files>>](#)

Trade in Services - Mongolia - Schedule of Specific Commitments

[Access: Unrestricted](#) | 28/08/1997 | 28 KB | Pages: 6 | Doc #: 97-3500

First Previous ◀ 1 ▶ Next Last

# Problem Set 2 | Find Relevant WTO and FTA Commitments

## Example

WORLD TRADE  
ORGANIZATION

GATS/SC/123  
28 August 1997  
(97-3500)

Trade in Services

MONGOLIA

### Schedule of Specific Commitments

Modes of supply: 1) Cross-border supply 2) Consumption abroad 3) Commercial presence 4) Presence of natural persons

Sector or subsector	Limitations on market access	Limitations on national treatment	Additional commitments
4. DISTRIBUTION SERVICES			
B. <u>Wholesale trade services</u>	(1) None (2) None (3) None (4) Unbound except as indicated in the horizontal section	(1) None (2) None (3) None (4) Unbound except as indicated under market access	
C. <u>Retailing Services</u>	(1) <b>Unbound</b> (2) None (3) <b>Unbound</b> (4) Unbound except as indicated in the horizontal section	(1) <b>Unbound</b> (2) None (3) <b>Unbound</b> (4) Unbound except as indicated under market access	

GATS/SC/123  
Page 4



# Problem Set 2 | Find Relevant WTO and FTA Commitments



GATS/SC/151

22 April 2013

(13-2101)

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Trade in Services

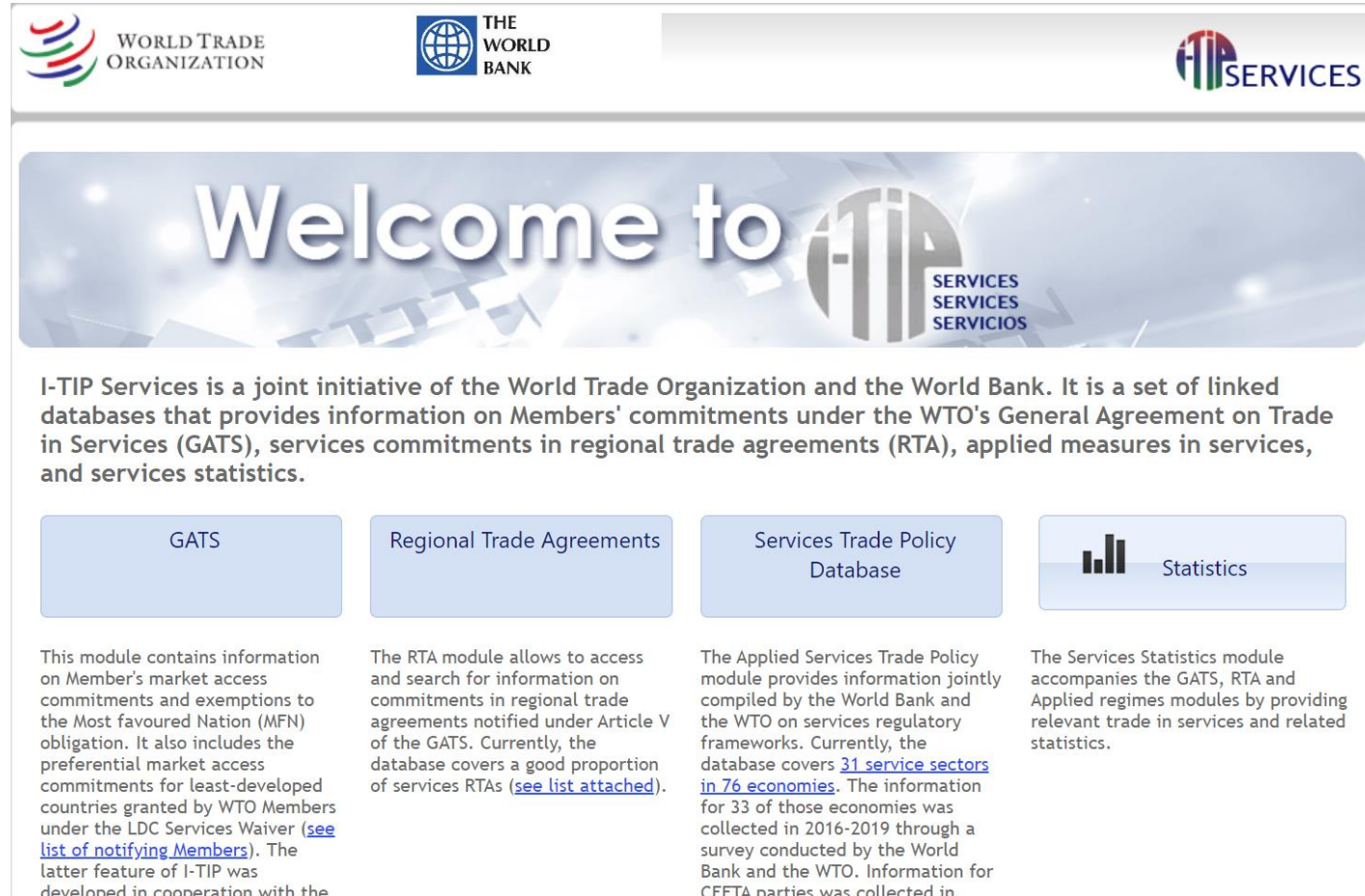
## TAJIKISTAN

SCHEDULE OF SPECIFIC COMMITMENTS<sup>1</sup>

<p>(r) (CPC 87905) Printing, publishing (CPC 88442)</p>	<p>(1) None. (2) None. (3) None, except the following: - commercial presence is allowed only in the form of a juridical person of the Republic of Tajikistan; and - for publishing: founders of mass media agencies cannot be foreign citizens or persons without citizenship. (4) Unbound except as indicated in the horizontal section.</p>	<p>(1) None. (2) None. (3) None, except as indicated in the column "Limitations on market access" and subject to the following: - unbound with respect to subsidies and other forms of State support related to national culture and identity. (4) Unbound except as indicated in the horizontal section.</p>		<p>GATS/SC/151 - 12 -</p>
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# Problem Set 2 |

## Find Relevant WTO and FTA Commitments



WORLD TRADE ORGANIZATION THE WORLD BANK I-TIP SERVICES

## Welcome to I-TIP SERVICES SERVICES SERVICES

I-TIP Services is a joint initiative of the World Trade Organization and the World Bank. It is a set of linked databases that provides information on Members' commitments under the WTO's General Agreement on Trade in Services (GATS), services commitments in regional trade agreements (RTA), applied measures in services, and services statistics.

GATS

This module contains information on Member's market access commitments and exemptions to the Most favoured Nation (MFN) obligation. It also includes the preferential market access commitments for least-developed countries granted by WTO Members under the LDC Services Waiver ([see list of notifying Members](#)). The latter feature of I-TIP was developed in cooperation with the

Regional Trade Agreements

The RTA module allows to access and search for information on commitments in regional trade agreements notified under Article V of the GATS. Currently, the database covers a good proportion of services RTAs ([see list attached](#)).

Services Trade Policy Database

The Applied Services Trade Policy module provides information jointly compiled by the World Bank and the WTO on services regulatory frameworks. Currently, the database covers [31 service sectors in 76 economies](#). The information for 33 of those economies was collected in 2016-2019 through a survey conducted by the World Bank and the WTO. Information for CEFTA parties was collected in

Statistics

The Services Statistics module accompanies the GATS, RTA and Applied regimes modules by providing relevant trade in services and related statistics.

# 02

# Problem Set 2 | Find Relevant WTO and FTA Commitments

## Solutions

### 03

GEO



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WORLD TRADE ORGANIZATION THE WORLD BANK FTA SERVICES

Home GATS RTA Commitments Services Trade Policy Database Statistics [User Guide](#)

RTAs services provisions and commitments/reservations  
The module on RTAs allows to access and search for information on commitments in regional trade agreements notified under Article V of the GATS

Economies: Mongolia [Back to selection screen](#)  
RTAs: Japan - Mongolia  
Sectors: 4 - DISTRIBUTION SERVICES

Group by: Economy RTA Reports Select report

Show filters

Sector	Reservation/Commitment	Obligations concerned	Modes concerned	Type of reservation
<b>Mongolia</b>				
<b>Japan - Mongolia</b> <a href="#">RTA Overview</a>				
<b>4 DISTRIBUTION SERVICES</b>				
<b>4.A Commission agents' services</b>				
- sector-specific commitments on:				
A. Commission Agents' Services (CPC 621)	MA: 1) None 2) None 3) None 4) Unbound except as in the horizontal section NT: 1) None 2) None 3) None 4) Partial			
<b>4.B Wholesale trade services</b>				
- sector-specific commitments on:				

# Problem Set 2 | Find Potential Areas for Negotiation

## Answers

01

Did you manage to download your partner's schedule OK? Any issues?

02

What sectors did you identify as being of potential interest in terms of unfinished liberalization potential?

03

Did you find any subsequent FTA liberalization?

04

What happened when you performed these steps on your own schedule? What sectors did you discover for potential liberalization?

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# Problem Set 3 | Prepare Domestic Consultations

## Instructions

01

### Identify relevant laws, regulations and regulatory authorities

Based on the outcomes for Task 4 of the previous problem set, review what laws and regulations apply to this sector in your market as well as which government authority has jurisdiction.

02

### Identify defensive interest that need to be won over.

Identify if there are private sector interests that need to be consulted, either industry associations, licensing or standards bodies, unions, advocacy groups or NGOs.

03

### Identify offensive interests that can support you

On the basis of the analysis performed in Task 2 of the previous problem set, can you identify who your export interests are likely to be and who represents them at the national level?

# Problem Set 2 | Find Relevant WTO and FTA Commitments

## Solutions

### Examples

GATS Sector	Exporters	Other Stakeholders
Business services	Small & large national firms who sell by each mode TNC subsidiaries (Mode 3) Government agencies Non-profit organisations	Professional services associations Professional licensing registrars Service Industry associations Real Estate Board Convention Board National Research Council Unions
Distribution services	Small & large national firms who sell by each mode TNC subsidiaries (Mode 3) Government agencies Non-profit organisations	Retailers Association Wholesalers Association Importers Association Franchise Association Duty-Free Shops Unions

# Problem Set 3 | Prepare Domestic Consultations

## Answers

01

Did you find what laws and regulations apply to this sector in your market and which government authority has jurisdiction?

02

What private sector interests did you find that may need to be won over?

03

What domestic interests did you find that could support you and who represents them?



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# Problem Set 4 | Prepare 1st Round Offers and Requests

## Instructions

01

**Identify the sector and the mode of supply and the commitment you seek**

Using the template provided, formulate a request.

02

**Convert the request into a scheduled commitment**

Again, using the template provided, articulate how the desired commitment might look in your partners schedule if implemented.

03

**Identify sectors and modes of supply you can offer commitments in**

On the basis of the analysis you performed on your own schedule select some sectors you're willing to make some offers to your negotiating partner on. Using the template provided, formulate an offer.

04

**Convert these commitments into schedule language**

Using the template provided, articulate how the offer you're prepared to make might look in your own schedule if agreed to it

# Problem Set 4 | Prepare 1st Round Offers and Requests

## Solutions

01

Identify the sector and the mode of supply and the commitment you seek

### Request Template

Sector:

Mode of Supply

Commitment Sought

# Problem Set 4 | Prepare 1st Round Offers and Requests

Convert the request into a scheduled commitment

## Solutions

02

Sector or subsector	Limitations on market access	Limitations on national treatment	Additional commitments
<u>Name of Services Sector</u>  Specific Sub-sector or activities (CPC No.[ ... ])	1) [...] 2) [...] 3) [...] 4) [...]	1) [...] 2) [...] 3) [...] 4) [...]	

# Problem Set 4 | Prepare 1st Round Offers and Requests

## Solutions

03

### Offer Template

Sector:

Mode of Supply

Commitment Offered

# Problem Set 4 | Prepare 1st Round Offers and Requests

Convert the offer into a scheduled commitment

## Solutions

04

Sector or subsector	Limitations on market access	Limitations on national treatment	Additional commitments
<u>Name of Services Sector</u>  Specific Sub-sector or activities (CPC No.[... ])	1) [...] 2) [...] 3) [...] 4) [...]	1) [...] 2) [...] 3) [...] 4) [...]	

# Problem Set 4 | Prepare 1st Round Offers and Requests

## Answers

01

Show us the request you formulated using the template provided

02

Show us how you converted this into a scheduled outcome

03

What sectors did you offer to further liberalize and show us the offer you made using the template

04

Show us how you converted this into a scheduled outcome

# Session 2 | Trade in Services Overview

**01**

**Problem Set 1 |  
Mapping the  
Bilateral  
Services Trade  
Relationship**

**02**

**Problem Set 2 |  
Find Relevant  
WTO and FTA  
Commitments**

**03**

**Problem Set 3 |  
Prepare Domestic  
Consultations**

**04**

**Problem Set 4 |  
Prepare 1<sup>st</sup>  
Round Offers  
and Requests**

**05**

**Conclusion |  
Summing Up and  
Taking Away**



## Conclusion | Summing Up and Taking Away

01

The data on trade in services isn't as complete or robust as is the case in trade in goods, which provides a lot less certainty for negotiators and their governments. This situation is improving slowly, and efforts have been ongoing to breach the data gap for several decades now.

02

The currency of services negotiations is domestic regulation, which means it often sits outside of the jurisdiction and competence of the trade ministry. Intra-governmental cooperation is essential.

03

Scheduling commitments is tricky and requires some understanding of the different modes of supply and how to formulate any desired restrictions, limitations or policy space you wish to maintain .

04

The positive list approach that we have learned here is gradually receding as more and more FTA's opt for the more liberalizing negative list architecture.



# Thank You!

