



**CAREC WTO Accession  
Knowledge Sharing Workshop  
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**“NEGOTIATION PROCESS”**

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# NEGOTIATION PROCESS

## 1- Building Up a Negotiating Team

- a) Ample attention to the appropriate human resource development.**
- b) Competent trade negotiating team formation of countries aspiring WTO membership.**
- c) Active participation in trade policy and other WTO-related courses organized by WTO and other multilateral organizations.**
- d) Specialist knowledge and expertise for each specific WTO agreement need to be developed.**

# NEGOTIATION PROCESS

## 2- Formulating Negotiating Strategy

- a) **During accession process, acceding countries should make active use of their observer status to get experienced with Working Party proceedings and negotiations.**
- b) **Acceding countries should proceed with the accession process at a sustainable pace.**
- c) **Acceding countries should anticipate problems associated with the implementation and enforcement of WTO obligations and commitments.**

# NEGOTIATION PROCESS

## 3- Developing Negotiating Skills and Communication Strategy

- a) **Participate in the WTO, UNESCAP etc courses on developing Negotiating Skills.**
- b) **Take advantage of expertise available within regional groupings.**
- c) **Tap into the Technical Assistance and Capacity Building programs of donor agencies.**
- d) **Assistance from intergovernmental organizations like; UNCTAD, UNESCAP etc.**

**THANK YOU**