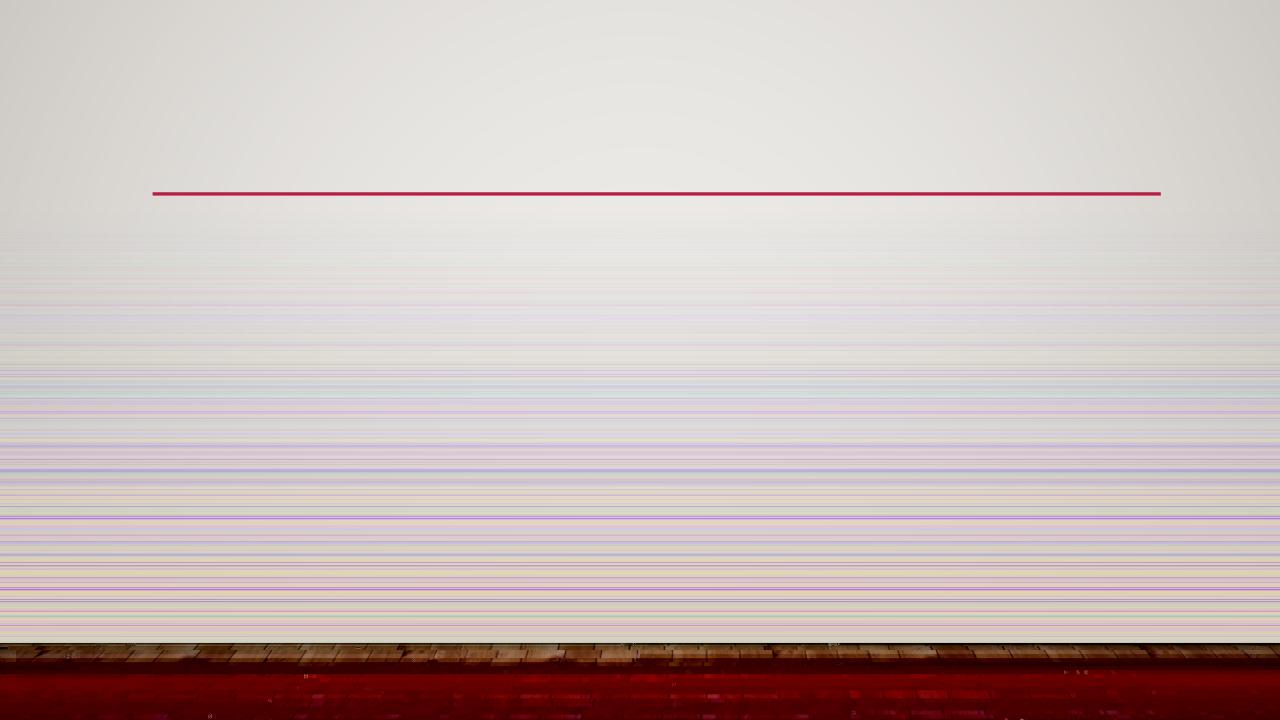
THE TRADE POLICY ANALYST

NOTES FOR A PRESENTATION TO THE

Q EEN STRADE POLIC INSTIT TE 2020

CYBERSPACE, NOVEMBER 23, 2020





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• KNOW YOUR INTERESTS ... and "The devil is in the details".

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- Know their interests too
- Make a plan ... then get ready to change it
- When it's over, it's not over ... implementation
 - At home
 - In the other country
- Communications is part of the strategy from start to finish

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- Getting an agreement means moving towards each other ... so don't start there
- Do the easy things first cycle the issues, so discussions can move past obstacles
- Don't give things away for free: it's about reciprocity
- Don't negotiate with yourself: sometimes it's their turn to say something
- Be patient: think strategically few steps ahead and with the "end game" in mind
- Listen and ask questions to deepen your understanding and to find the third way
- You need a thick skin ... and a poker face
- It's not about winning, it's about win-win

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- "Who are we talking about?" one size doesn't fit all
- The trade policy view of
- The Dutch model: A W Id
 - Aid Relationship
 - Transitional Relationship
 - Trade Relationship
 - List of target countries and positive actions to the struments for each type of relationship.

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 Emerging countries m those of advanced ecor

- Advanced economies multiple trade rules (and the practiperiods to converge toward)
- For the poorer countries, the build the capacity to be active

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align their I well of international commitments to

In historical responsibilities for the remaining unfairness in buntries face), emerging countries deserve long transition

vel of commitments they accept and more how to help them international community ... how to get the benefit out of trade.