



International  
Trade  
Centre



Australian Government  
Department of Foreign Affairs and Trade



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## GENEVA PRACTITIONERS SEMINAR SERIES ON MAKING SENSE OF THE GATS AND APPLYING GOOD PRACTICES IN SERVICES NEGOTIATIONS

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### SEMINAR 1: WHY THE GATS MATTERS TO LDCS

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Date: 8 December 2014: 10:00-13:00.

This seminar will launch the series. It will highlight the relevance and importance of both Services and the GATS for LDCs development. Specialists will provide important insights into the GATS and key issues of interest to LDCs. There will be ample time for discussion and sharing of experiences, including dealing with the day-to-day challenges facing Services delegates

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### SEMINAR 2: KEY SECTORAL ISSUES AND DOMESTIC REGULATION

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Date: 26 February 2015, 15:00-18:00

This seminar will provide thought-provoking insights into the negotiations on key sectors and issues of interest to LDCs (eg, financial services, domestic regulation, business services, professional services, ICT and business process outsourcing). Private sector representatives will offer a business perspective.

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### SEMINAR 3: KEY SECTORAL RULES AND NEGOTIATING ISSUES

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Date: 27 February 2015, 10:00-13:00

This seminar will explore important aspects of negotiations on key sectors of interest to LDCs (eg, tourism, transport & logistics; construction; recreation, entertainment and culture-related services; creative industry services), as well as GATS Rules. Private sector representatives will share a business perspective.

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## SEMINAR 4: SERVICES IN GLOBAL VALUE CHAINS: KEY ISSUES FOR LDCS

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Date: March 2015, tbc

This seminar will discuss the evolution of 'business to business' (B2B) trade in intermediates, explore the role of Services in GVCs, the 'value-added ladder', and Services GVCs such as outsourcing. Practical examples will include making use of TiVA data and insights for both trade and industry policies. Discussion will focus on how services negotiations and policies, as well as export promotion efforts, can affect LDC SMEs' ability to access GVCs. It will also identify the domestic drivers of services competitiveness in the GVC era.

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## SEMINAR 5: SERVICES IN BILATERAL, REGIONAL AND PLURILATERAL NEGOTIATIONS: IMPLICATIONS FOR THE GATS AND FOR LDCS

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Date: April 2015, tbc

This seminar will explore Services and GATS-related issues in FTAs, EPAs and other negotiations (eg, TiSA). Particular attention will go to LDCs' Services agreements and negotiations, and other countries' agreements in areas of interest to LDCs. The seminar will feature interactive discussion on challenges: preparing for negotiations; asymmetric balance of power; positive, negative, hybrid approaches to scheduling; S&D; managing political realities; overcoming brick walls; achieving a cooperation and implementation agenda etc. Some interesting issues:

- Modes 1 and 2: How will FTAs deal with Modes 1 and 2, as Modes 3 and 4 are increasingly in separate chapters and schedules of commitments?
- Mode 3: Are Investment chapters increasingly replacing BITs? Implications for LDCs
- Mode 4: Is Mode 4 being redefined? (migration issues, labour standards, MRAs)
- How do FTAs deal with crossborder data flows?
- How can LDCs promote their interests in IT and e-commerce?

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## SEMINAR 6: WHENCE THE MULTILATERAL SERVICES AGENDA?

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Date: April 2015, tbc

This will be an interactive seminar whereby the participants can use the knowledge they have accumulated from the previous seminars to brainstorm where the multilateral Services agenda should head and how LDCs can promote their interests.

**This seminar series is supported by the Australian Mission to the WTO**