
ITC WEBINAR SERIES

“MAKING TRADE AGREEMENTS WORK FOR MSMEs AND DEVELOPMENT”

Webinar 3. Strengthening institutional and regulatory capacities for services trade

Tuesday 8 June 2021, at 15:00 to 17:00, via [Zoom](#)

https://intracen.zoom.us/webinar/register/WN_qRNKSSDYRJCPsjlyl59-w

Services trade accounts for around half of global trade in value-added terms, and services trade is subject to various domestic regulations across the sectors. Transparent, clear, and predictable services regulations can help businesses, especially micro, small and medium sized enterprises (MSMEs) reduce regulatory compliance costs, and it can also help governments develop services sectors through strengthened institutional and regulatory frameworks and capacities.

The General Agreement on Trade in Services (GATS) mandates WTO Members to “develop any necessary disciplines” to ensure that domestic regulations are based on objective and transparent criteria, not more burdensome than necessary to ensure the quality of the service, and not in themselves a restriction on the supply of the service. To elaborate upon the GATS provision, the Joint Statement Initiative (JSI) on Services Domestic Regulation, launched by a number of WTO members, aims to develop disciplines relating to licensing and qualification requirements and procedures as well as technical standards affecting trade in services. These efforts aim to facilitate services trade through effective regulatory principles and practices while maintaining the right to regulate for policymakers.

This webinar on “Strengthening institutional and regulatory capacities for services trade” will reflect on the main issues in the discussions on services domestic regulation, and zoom in on the MSME and development dimension. It is meant to be an exercise to facilitate joint learning and knowledge sharing, as well as to bring MSME and development perspectives to the attention of the policymakers. The session will explore answers to the following questions:

- how can improved domestic regulations facilitate services trade, while ensuring the right to regulate?
- how to help developing and the least developed countries strengthen institutional and regulatory capacities to regulate the supply of services and to improve their domestic regulations?
- how to assist services suppliers from developing and the least developed countries meet the relevant regulatory requirements in their export markets?

This session is part of the ITC webinar series (28 May – 10 June) for policymakers on the emerging topics in the multilateral trade discussions to address new challenges and opportunities in the post-pandemic world. For more information, please visit: <https://www.intracen.org/itc-webinar-series/>

The webinar will be delivered through Zoom. To register for the event and receive the webinar link, please [register here](#).

Programme

14:50 – 15:00	Log-in by Participants
15:00 – 15:10	Opening remarks <ul style="list-style-type: none"> • Dorothy Tembo, Deputy Executive Director, ITC
15:10 – 16:00	Session 1. Regulating services: dos and don'ts Moderator: Rajesh Aggarwal , Chief, Trade Facilitation and Policy for Business, ITC Panellists: <ul style="list-style-type: none"> • Jaime Coghi Arias, Coordinator of the JSI on Services Domestic, Deputy Permanent Representative, Permanent Mission of Costa Rica to the WTO <i>Progress and next steps for the JSI on services domestic regulation</i> • Hamid Mamdouh, Senior Counsel at King & Spalding LLP <i>Building on the GATS: key elements for services regulations</i> • Alessandra Fratini, partner at FratiniVergano <i>EU Services Directive: removing legal and administrative barriers to trade</i> • Felipe Sandoval, International Trade Lawyer and consultant <i>APEC's Non-Binding Principles for Domestic Regulation of the Services Sector</i> <p style="text-align: center;">Q&A</p>
16:00 – 16:05	COFFEE BREAK
16:05 – 16:55	Session 2. Improving services domestic regulation for MSMEs and development Moderator: Rajesh Aggarwal , Chief, Trade Facilitation and Policy for Business, ITC Panellists: <ul style="list-style-type: none"> • Crispin Conroy, ICC Representative Director, Geneva <i>Effective regulation for services development</i> • John Drummond, Head, Trade in Services Division, OECD <i>Good practices in services regulation and regulatory impact assessment</i> • Marta Soprana, Founder and Director, TradePol Consulting <i>MSME challenges in meeting regulations in export markets</i> • Jean-Sébastien Roure, Senior Officer, Business and Trade Policy, ITC <i>Technical assistance for better services regulation: insights from ITC projects</i> <p style="text-align: center;">Q&A</p>
16:55 – 17:00	Concluding Remarks <ul style="list-style-type: none"> • Stuart Harbinson, Adviser, Hong Kong Coalition of Services Industries

Speakers' bio

Jaime Coghi Arias

Jaime Coghi Arias is the Deputy Permanent Representative of Costa Rica to the WTO and coordinator of the negotiations under the WTO initiative on services domestic regulation. Mr. Coghi has been negotiator for Costa Rica in the WTO since 1997, including the areas of trade in services, electronic commerce and dispute settlement, and has served as panelist under the WTO dispute settlement mechanism. Mr Coghi Arias holds an MBA in Finance from the Instituto Centroamericano de Administración de Empresas (INCAE). He previously obtained his degree in Law from the Universidad de Costa Rica.

Crispin Conroy

Crispin Conroy is the ICC Representative Director, Geneva, and also the ICC Permanent Observer to the United Nations in Geneva. Prior to his appointment with ICC, Mr. Conroy worked with the Australian Department of Foreign Affairs and Trade, and had a number of diplomatic postings, including Ambassador to Chile, concurrently accredited to Bolivia, Colombia, Ecuador and Peru; Deputy High Commissioner, Australian High Commission, Port Moresby, Papua New Guinea; and, Ambassador to the Kingdom of Nepal. Mr Conroy has also worked with the Australian Trade and Investment Commission (Austrade), as Senior Trade and Investment Commissioner, Italy, based in Milan, and Senior Trade and Investment Commissioner for Latin America, based in Chile. Mr Conroy has a Masters in International Law from the Australian National University, and a Bachelor of Arts (Hons) and Law (Hons), also from the Australian National University.

John Drummond

John Drummond is Head of the Trade in Services Division in the Trade and Agriculture Directorate of the OECD. He leads the work of the Trade in Services Division in providing evidence-based policy advice on issues such as services trade liberalisation, global value chains, trade and investment and trade policy-making in the digital economy. In particular, he is responsible for the continued development of the OECD Services Trade Restrictiveness Index (STRI). Canadian national with more than seventeen years of experience with Global Affairs Canada, including assignments at the Embassy of Canada in Washington D.C., the Permanent Mission of Canada to the WTO and the Permanent Delegation of Canada to the OECD. Mr Drummond holds an Honours B.A. in International Relations from the University of Windsor and a Diploma of Graduate Studies in international economics from the Graduate Institute, University of Geneva, Switzerland.

Alessandra Fratini

Alessandra Fratini is a partner at FratiniVergano in Brussels, where she deals with EU Regulation and Competition Law. Alessandra oversees a broad regulatory practice specialized in State aid law, EU internal market law and consumer policy, including public services and procurement, and GDPR. She regularly assists parties before the European Commission and the EU Courts. Alessandra holds a law degree from the University of Rome, La Sapienza, an Erasmus Diploma from University College Dublin and a Master's degree in international company law. She is admitted in Italy and is member of the Rome and Brussels Bar.

Stuart Harbinson

Stuart Harbinson represented Hong Kong, China at the WTO for eight years from 1994 to 2002, in which capacity he also chaired some of the WTO's key councils and negotiations. He subsequently became Chief of Staff and Special Adviser to the Director-General, and then Senior Adviser in UNCTAD. He is currently a consultant on international trade for Hume Brophy, and is also a Fellow of the European Centre for International Political

Economy (Brussels) and the Asia Global Institute (Hong Kong). He advises the Hong Kong Coalition of Services Industries (a private sector representative body) on WTO-related trade in services matters.

Hamid Mamdouh

Hamid Mamdouh is Senior Council at King & Spalding LLP (Geneva office) and Visiting Professor at Queen Mary University of London, Centre for Commercial Law Studies (CCLS). Prior to retirement from the WTO at the end of September 2017, he was the Director of the Trade in Services and Investment Division, since May 2001. Mr Mamdouh had been the Secretary of the WTO Council for Trade in Services since the establishment of the WTO in 1995. During that time, he was also responsible for legal affairs relating to Trade in Services and the implementation of the General Agreement on Trade in Services (GATS). Before joining the GATT secretariat as a dispute settlement lawyer in January 1990, he was representing Egypt to the GATT in the Uruguay Round Negotiations on a wide range of issues, including services.

Jean-Sébastien Roure

Jean-Sébastien Roure is Senior Officer of Trade Facilitation and Policy for Business Section at the International Trade Centre (ITC). For the last 20 years, he has been providing technical support through programmes aimed at building capacity of the private sector in developing countries to effectively engage in business advocacy with their governments on multilateral and regional/bilateral trade negotiations as well as on domestic policy and regulatory reforms. Prior to his tenure at ITC, he was a Competition Lawyer dealing with major Merger & Acquisition transactions to be notified and reviewed by the European Commission. Mr Roure has a LLM degree from the College of Europe, Brugges, and a Master degree in International Business Law from the University Lyon III.

Felipe Sandoval

Felipe Sandoval is an international trade consultant on the fields of international investment law, trade in services, digital economy and sustainable development. He was Senior Advisor at the International Centre for Trade and Sustainable Development, in Geneva Switzerland, and Counsellor at the Permanent Mission of Chile at the World Trade Organization. Prior to his posting in Geneva, he was a trade negotiator for the Government of Chile for over a decade. During this time, he was involved in several initiatives including the original TPP, the Trade in Services Agreement (TiSA), as well as the negotiation of bilateral investment treaties with Australia, Hong Kong China; Japan the People's Republic of China, and Peru. Mr. Sandoval holds a J.D. from the Catholic University of Chile, School of Law and an L.L.M. from Washington University in St. Louis.

Marta Soprana

Marta Soprana is a trade policy advisor and researcher specialized in services and digital trade. Founder of TradePol Consulting, a boutique advisory firm providing technical assistance on international trade policy issues, she has worked as a consultant for several international organizations - including FAO, ITC, UNCTAD, World Bank and WTO - and national governments. Marta also acquired significant experience working with the private sector, supporting SMEs' efforts to access and operate in foreign markets. Author and co-author of a number of publications on trade in services-related issues, Marta is currently pursuing her PhD in Legal Studies at Bocconi University.

Dorothy Tembo

Ms. Dorothy Tembo has served as Deputy Executive Director of the International Trade Centre (ITC) since June 2014. A Zambian national, Ms. Tembo also served as ITC's Executive Director ad interim from January to September 2020. Prior to her roles at ITC, Ms. Tembo was the Executive Director of the multi-donor funded Enhanced Integrated Framework Programme (EIF) at the World Trade Organization (WTO) and before that held various positions, including for the USAID Zambia Trade and Investment Enhancement Project, the USAID RAPID project in Botswana, Zambia's Ministry of Commerce, Trade and Industry and National Commission for Development Planning.