

**ASEAN-US
Technical Assistance & Training Facility**



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SUMMARY AND PARTICIPANT EVALUATION

**ASEAN Trade in Services Seminar
Kuala Lumpur, Malaysia (April 1, 2005)**



NATHAN
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SUBMITTED BY
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On Friday April 1 in Kuala Lumpur, the ASEAN-US Technical & Training Facility, housed in the ASEAN Secretariat, conducted a one day training seminar on services. Approximately 140 people attended the seminar from ASEAN Member Countries, including relevant technical staff from the Secretariat. Training course sessions covered the importance of services, a review of the WTO General Agreement on Trade in Services (GATS), an overview of services in the United States, current trade in services negotiations, and developing countries relevance. Mr. Richard Self and Ms. Victoria Waite were the course speakers provided by Nathan Associates Inc (NAI). An NAI Principal Associate, Mr. Richard Self served as a lead trade negotiator for the Office of the U.S. Trade Representative where he was one of the authors of the GATS and led the U.S. delegation in bilateral market access negotiations with some 90 countries. Ms. Waite, a Managing Associate for NAI, was formerly Program Manager of Financial Services at the Coalition of Service Industries (CSI). She has extensive experience in trade in services, designing training programs, lecturing, and authoring resource guides.

The ASEAN Secretariat and ASEAN-US Technical Assistance and Training Facility wanted to take advantage of meetings attended by the ASEAN Services Committee representatives on March 28-31st to maximize participation from as many member countries as possible. On a Friday, after the four-day committee meeting, approximately 65 participants and 75 observers (5-7 representatives from each of the 10 member countries, and observers from Malaysia) attended the course along with relevant Secretariat staff. Based on the seminar evaluations and the level of participation in the course – roughly 130 participants when only 45 were originally invited and 100 expected – it is clear that there is a high level of interest in trade in services within ASEAN. Four out of ASEAN's 11 priority sectors are services sectors: tourism, air travel, health care and e-ASEAN (IT). With the proliferation of bilateral and multilateral FTAs within and among ASEAN member countries, it is increasingly important to identify regional goals in trade in services.

The seminar opened with a basic presentation about services: what are they, why are they important, what are the trade trends, why should a country liberalize its services regime, and what are examples of liberalization in certain sectors. It was meant to put services into context and set the foundation for the more complex discussions on the WTO GATS, US services regime, overview of current negotiations, and developing country issues in services trade that followed later in the seminar. Each of the sessions was designed to contribute information that was helpful for the interactive breakout session. Throughout the day, questions were sparse, likely a result of the large audience. However, several participants did ask for details and pros or cons of using the negative versus positive list approach to negotiations.

Course evaluations gave each of the 7 course sessions a rating of 5 out of a possible 6, where 6 indicates that the session was highly informative or relevant to the evaluator's job. The developing country issues session was the most popular, indicated by both raw score and comments. The second most popular session was the overview of the current WTO trade in services negotiations session. The least popular session was the overview of services in the US.

Two common themes emerged as suggestions/requests for follow-on activities. The first was the request for training on scheduling; the other was a request for specific follow-on work in the priority services sectors, especially health care and information technology. Though with less frequency, there were additional requests for follow-on assistance in the areas of dispute settlement and on negotiations. Follow-up conversations held with high-level Secretariat staff and the speakers resulted in a specific request for assistance in determining how to identify progress in services trade.

Following is the agenda for the Trade in Service Seminar, the Table of Contents of the course binder materials, and a summary of the evaluations submitted by participants on April 1, 2005.

Agenda

ASEAN Trade in Services Seminar

April 1, 2005

Kuala Lumpur, Malaysia, Renaissance Kuala Lumpur Hotel

	8:30 -9:00	Arrival/Registration/Coffee
	9:00 – 9:15	Welcome and Introduction Dr. Pham The Vinh, ASEAN Secretariat
Session 1	9:15 – 10:15	Why Services Matter (Victoria Waite) <ul style="list-style-type: none">— What are Services— Global Services Trends— Why Should Countries Care About Trade in Services— Impact of Services Liberalization in Economic Development
	10:15 – 10:30	Coffee Break
Session 2	10:30 – 11:15	Review of the WTO General Agreement on Trade in Services (Richard Self)
Session 3	11:15 – 12:30	Overview of Services in the United States (Richard Self) <ul style="list-style-type: none">— US Services Regime (e.g., private sector involvement, policy coordination)— Regional and Bilateral Trade Agreements (e.g., NAFTA)
	12:30 – 2:00	Lunch
Session 4	2:00 – 3:00	Overview of Current Trade in Services Negotiations (Richard Self) <ul style="list-style-type: none">— WTO Doha Development Agenda— ASEAN and others
Session 5	3:00 – 4:00	Developing Country Issues – Trade in Services (Victoria Waite) <ul style="list-style-type: none">— Formulating, negotiating, and implementing trade policy— Institutional, political and domestic capacity development— Creating and facilitating services exports
	4:00 - 4:15	Coffee Break
Session 6	4:15 – 4:45	Interactive Discussion/Session (Richard Self and Victoria Waite) <ul style="list-style-type: none">— Information gathering discussion— How to move services liberalization forward— How to access the impact of services liberalization
	4:45 – 5:00	Wrap-up/Evaluations

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- 7 Selected Resources on International Trade**
 - Suggested Readings and Web Links
 - Frequently Cited Regional Trading Agreements and the Parties to Them, World Bank, Global Economic Prospect (GEP) 2005
 - Services Sectoral Classification List, World Trade Organization
 - Beyond Merchandise Trade: Services, Investment, Intellectual Property and Labor Mobility, Chapter 5, World Bank, GEP 2005
 - OECD Policy Briefs:
 - o Opening Up Trade in Services: Opportunities and Gains
 - o Open Services Markets Matter
 - o Service Providers on the Move: Labour Mobility and the WTO General Agreement on Trade in Services
- 8 Acronyms and Glossary**
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Evaluation

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April 1, 2005

Kuala Lumpur, Malaysia, Renaissance Kuala Lumpur Hotel

Your answers to this questionnaire will help us to improve our training programs. Thank you for taking the time to fill it out.

Personal data

Years of experience in trade

< 1 to 26 years

Country of Representation

Brunei, Cambodia, Indonesia, Laos, Malaysia, Myanmar, Philippines, Singapore, Thailand, Vietnam

Presentations:

On a scale of 1 to 6, please rate each session on its quality of information and relevance. A 6 indicates your opinion that the session was highly informative or relevant to your job while a 1 indicates your opinion that the presentation was not informative or relevant to your job.

Presentation and Presenter	Average
Why Services Matter <i>Victoria Waite</i>	5
Review of the WTO GATS <i>Richard Self</i>	5
Overview of Services in the United States <i>Richard Self</i>	5
Overview of Current Trade in Services Negotiations <i>Richard Self</i>	5
Developing Country Issues – Trade in Services <i>Victoria Waite</i>	5
Interactive Session <i>Richard Self and Victoria Waite</i>	5

Subject Matter

Would you like to see more, the same, or less time devoted to the following negotiations topics:

Session	Topic	More	Same	Less
1	Why Services Matter	13	23	7
2	Review of the WTO GATS	18	23	4
3	Overview of Services in the United States	18	25	2
4	Overview of Current Trade in Services Negotiations	27	19	0
5	Developing Country Issues – Trade in Services	34	12	1
6	Interactive Session	14	25	2

General Questions/Comments

1. What part of this course did you like the most?

SUMMARY OF QUESTION ANSWERS:

Session 1. Why Services Matter (x2)

Session 2. Review of the WTO GATS (x3)

Session 3. Overview of Services in the United States (x6)

Session 4. Overview of Current Trade in Services Negotiations (x6)

Session 5. Developing Country Issues (x17)

Session 6. Interactive Session (x1)

ACUTAL RESPONSES BY COUNTRY:

ASEC - Session 3,4,5 because we rarely hear/updated of these developments

BRUNEI - Overview of Services in the United States

- Good general overview. Very useful for relative “beginners” to the subject. Handout and information in booklet very useful.

CAMBODIA - Overview of Current Trade in Services Negotiation and Developing Country Issues.

- All Topics

INDONESIA - Why Services Matter

- Session 5, Issues faced by Developing Countries

MYANMAR - Developing Country Issues – Trade in Services (x3)

- Session 1, 2, and 5

PHILIPPINES - Data of Statistics

- All

- Developing Countries Issues – Trade in Services

- Why Services Matter

THAILAND - Session 4 and 5

- I like the session 5 the most since it summarizes ways of capacity building of domestic services sectors. I can use the contents of session 5 as guidelines for cooperating with private sectors

- Developing Country Issues (x2)

SINGAPORE - Attended only morning session. Afternoon flight out. Generally good.

MALAYSIA - Extensive coverage of topics, Analytical discussion, Depth and breadth of topics.

- Interactive Session (x3)

- Overview of Services in the US session was very informative. More of such information should be enlarged.

- Overview of Services in the US.

- Session 2 and 3. The interactive session was quite enjoyable as well.

- Developing Country Issues in Trade in Services (x4)

- All
- The current services negotiations and services in the US.
- Session 2, 4 and 5.
- Overview of Current Trade in Services.
- Issues related to services sector development in developing countries (session 5).
- Review of the WRO Session
- Issues/challenges in trade negotiations
- **Why Services Matter**

2. What other topics would you like to see included?

SUMMARY OF QUESTION ANSWERS:

Session 1. Why Services Matter (x3)

Session 2. Review of the WTO GATS (x3)

Session 3. Overview of Services in the United States (x5)

Session 4. Overview of Current Trade in Services Negotiations (x1)

Session 5. Developing Country Issues (x1)

Session 6. Interactive Session (x1)

ACUTAL RESPONSES BY COUNTRY:

ASEC - Session 1 – not new thing to hear

BRUNEI - Overview of Services in the US

CAMBODIA- Overview of Services in the US

- None

INDONESIA- Overview of Services in the US

MYANMAR- Interactive Session

- Not in particulars

PHILIPPINES- None

- None

- N/A

THAILAND - Session 1

- Review of WTO GATS because I know a lot from training previously.

- Why Services Matter

MALAYSIA - Participants not very responsive

- Services in the US

- Session 5

- None

- Review of the WTO GATS

- Session 1

- Overview of Services in the US.

- Review of the WTO GATS.

- Why Services Matter

- Overview of Current Trade in Services

- Consideration for participants from host country's requirement to perform ritual practices on Fridays without missing any of the sessions. Maybe should avoid Fridays next time.

3. What other topics would you include?

- ASEC - More emphasis on improving negotiations skill (knowledge of services sectors negotiated, getting domestic clearances, etc.)
- Unknown - How to scheduling.
- BRUNEI - Negotiating modalities in other RTAs
- CAMBODIA - Dispute Settlement related to GATS e.g. implementation of commitments.
- INDONESIA - Services Negotiations in ASEAN
- How to negotiate and prepare documents
- MYANMAR - Practical approach to implement AFTA for Services
- More in detail since we have one-day program.
- How to implement AFTA for Services.
- PHILIPPINES - Formats relating MRA's
- Detailed preparation of action plans/documents for liberalization.
- Negotiating techniques / strategies
- More update on WTO-GATS, Negotiation Sectoral.
- THAILAND - To learn more on the negative impacts facing developing countries in the real world after FTA.
- Technical issues on scheduling commitments and interpreting.
- Trade negotiation in the USA – under regional agreement and bilateral agreement with some examples in real situations successful case studies.
- SINGAPORE - Specific areas of interest is how to assist ASEAN member countries with substantive commitments and on how to implement WTO Reference Paper and better appreciation of regulatory discipline.
- MALAYSIA - Healthcare services and its implications on international trade.
- Applicability of Trade in Services to the ASEAN → to what extent this has been successful.
- Preferred sectors in Services reasons behind this and what it takes to further liberalize all economic interest.
- Dealing with the negative effects of liberalization of trade, e.g. look of jobs through outsourcing, cultural and social charge, imposition of values/norms. Understanding political considerations in international trade liberalization. Leveraging advantages/disadvantages in trade negotiations.
- Dispute Settlement, Emergency Safeguard Mechanism, Dispute Settlement.
- Country experience.
- How does a country chart its schedules?
- Scheduling, DR (NT) and MA.
- Present status of commitments.
- Sector specific issues e.g. telecommunication and professional services.
- More on education.
- Development of current trade in services negotiation in WTO.
- MRAs
- To be more detail. Maybe a 2 day or 3 day seminar.
- No comments.
- Skills requirements for negotiators.

4. Did this course use a good mix of lecture and interactive discussion?

SUMMARY: **Yes, or some variation thereof (x33)**

No (x4)

INDIVIDUAL ANSWERS:

- ASEC - OK
Unknown - Yes
BRUNEI - No
- Yes
CAMBODIA - Yes
INDONESIA - Not quite
- No. More interaction and case study.
MYANMAR - Yes (x4)
PHILIPPINES - Yes (x4)
THAILAND - Reasonable
- Yes (x3)
SINGAPORE - Yes
MALAYSIA - Yes (x16)
- Only at the end.
- Almost.
- Fruit and appropriate.
- Yes, as an education process to whom have no background. No negotiation levels.

5. What sort of follow-up activities for this course would you find useful?

- CAMBODIA - Dissemination of this course material to trade negotiators and my staff at Ministry of Commerce.
INDONESIA - Assessing the benefit and the cost of trade in services of priority sectors for developing countries.
MYANMAR - Up dated knowledge and experience should be shared to developing countries.
- As developing country and a late member in ASEAN, any follow up activity for our country.
- All
PHILIPPINES - Documents or example
- Updates
- Workshop on Negotiation.
- The interactive session should have more structured to facilitate the discussions.
- Seminar on WTO-GATS to update skills and have more knowledge and information pertaining to GATS.
THAILAND - In fact, we need to be updated on latest development of agreement between USA and other countries. If possible, it is better to have a small group session according to sectoral approach such as healthcare and tourism.
- More seminar.
SINGAPORE - Need to build confidence and knowledge on regulatory disciplines in Telecommunications Services.
Suggest a similar workshop back-to-back to CCS Working Group meeting in the near future. Hope this can be organized under auspices of US-ASEAN cooperation.
This information and knowledge is best tapped from the industry:
- Workshop to focus on WTO reference paper on Basic Telecoms (RP) so as to help ASEAN member countries implement the RP.

- Useful also for ASEAN negotiators in telecoms are updated on current commercially relevant types of telecoms services, as so to be able to understand what categories of services constitute quality and substantive commitments, beneficial to ASEAN citizens.

MALAYSIA - Up to date paper/studies on Services to be made available.

- Sorry no offer for now. Thank you. I enjoyed this seminar.
- Further courses dealing with items in 3. Sectoral discussions/courses.
- Networking among focal points of countries involved.
- Consolidated effort in local level.
- Reform of Domestic Regulations.
- Depending on degree of individual involvement in trade negotiation – depth in strategies, content, negotiation skills.
- More on workshops in assisting developing countries in creating a request and offer list.
- Course on scheduling by sector / sub-sector.
- Appreciate sector-specific focus, with emphasis on capacity building, developed of data on trade in services, and services export strategy.
- A smaller discussion for specific more focused subject such as education (trade in services – education).
- More courses and Interactive session.
- To have hands-on involvement in trade, otherwise would lose touch.

Thank you for filling out this questionnaire. Additional comments on any aspect of this course are welcome.