

ASEAN-US Technical Assistance
& Training Facility



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International Trade Centre
UNCTAD / WTO

SUMMARY AND PARTICIPANT EVALUATION

Workshop on Trade Analysis
Jakarta, Indonesia (November 19-22, 2007)



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The International Trade Centre (ITC), with support from the USAID/U.S. State Department ASEAN-US Technical Assistance and Training Facility, conducted a workshop for ASEAN trade and commerce ministries 19-22 November, 2007 in Jakarta, Indonesia. 34 participants from seven ASEAN Member Countries and the ASEAN Secretariat participated in the training to learn how ITC tools could help them in trade negotiations. The workshop was designed to demonstrate, through interactive group case studies, how to use ITC data and analytical tools to apply a scientific approach to prepare trade negotiating positions.

Mr. Mondher Mimouni and Mr. Mathieu Lamolle of the ITC, led the workshop. On the first day, Mr. Taufik Ismail of the Indonesian Customs Office gave a presentation about the use of the Harmonized System of tariff nomenclature, as the ASEAN harmonized tariff nomenclature (AHTN) system. The ITC representatives then provided an overview of the ITC Trade Map and Market Access Map Tools. Mr. Mimouni and Lamolle led the workshop in practical exercises based on real and hypothetical data to demonstrate the use of the tools.

In the latter portion of the workshop, participants focused on using the tools to formulate national trade negotiations positions and identify sensitive lists. The tools, though primarily used by national export agencies as trade promotion/opportunity tools, revealed themselves to be highly useful to negotiators. Participants learned how the tools could be used to generate tariff reduction scenarios. The tools could also be used to develop a regional negotiation position.

Though a slow internet connection hampered the live tests a bit, the speakers improvised and came up with creative solutions to relay information about the tools. Participants were pleased with the workshop, with 80% saying that it "significantly achieved" the objectives. Participants rated ITC speakers well, agreeing that the presentations were generally "very good." While the poor internet connection was repeatedly cited as the worst aspect of the workshop, the course content, knowledgeable and helpful speakers, and practical exercises were repeatedly complimented in participant evaluations.

Participants requested more training in the future to further refine their understanding of the tools. A follow up meeting between the ITC and the ASEAN Secretariat, facilitated by USAID and the ASEAN-US Facility, discussed other potential activities for follow up. These included a two day case study run with the same group of participants on a particular subject (e.g. agriculture) and an exercise to use the tools to analyze a regional negotiation position. ITC representatives also stated their willingness to support ASEAN in data harmonization exercises or to include more ASEAN Member Countries in the joint UNCTAD, World Bank, World Trade Organization and ITC project on cataloguing and removing non-tariff barriers. Two ASEAN Member Countries, the Philippines and Thailand are already a part of this pilot project. The ASEAN Secretariat plans to submit a formal request for follow up assistance in the coming month.

The Agenda and aggregation of participant evaluations is attached.

WORKSHOP ON TRADE ANALYSIS
19 – 22 November 2007

Agenda

TIME	ACTIVITY	INTENDED OUTCOME
Day 1: November 19		
8:30 – 9:00	Arrival and Registration	
9:00 – 9:15	Welcome and Introduction <ul style="list-style-type: none"> • ASEAN Secretariat Remarks 	Setting the stage for goals workshop
Activity 1 9:15 – 10:00	Principles of Trade and Tariff Negotiations <ul style="list-style-type: none"> • Obligations under the GATT as WTO Members as well as the permissible derogations • Relationship and distinction between Members' obligations under the GATT and the FTA agreement 	Awareness of the WTO obligations of Member Countries to ensure consistency of obligations under the FTA agreements with the WTO principles of MFN and NT.
10:00 – 10:15	Coffee Break	
Activity 2 10:15 – 11:15	The Tariff Nomenclature <ul style="list-style-type: none"> • The Harmonised System of Product Nomenclature (HS) • Other tariff nomenclature used in ASEAN (i.e. AHTN) • Issues on tariff classification (transposition, correlation and concordance) 	Understanding of the HS and AHTN to ensure reliability of trade analysis and accuracy of source data and matching of information/data.
Activity 3 11:15 – 12:00	Approaches to Formulation of Exchange of Tariff Concessions <ul style="list-style-type: none"> • Tariff negotiation modalities • Request and offer approach 	Knowledge of the FTA negotiation schemes in generating exchange of concessions.
12:00 – 1:00	Lunch	
Activity 3 (continued) 1:00 – 2:45	Approaches to Formulation of Exchange of Tariff Concessions (continued)	
2:45 - 3:00	Coffee break	

Activity 4 3:00 – 4:30	Tools for Trade and Tariff Analysis Presentation of Trade Map Analysing imports and exports at 6-digit and tariff line level for a country and region	Understanding of how to use Trade Map to analyze national and regional exports and imports
Day 2: November 20		
Activity 4 (continued) 08:30 – 10:00	Presentation of Trade Map - continued	
10:00 – 10:15	Coffee Break	
Activity 5 10:15 – 12:00	Presentation of Market Access Map <ul style="list-style-type: none"> • Understanding tariffs • Understanding ad valorem equivalents • Regional trade agreements in force world wide • Analysing tariffs applied by ASEAN countries to trading partners (intra-regional and extra-regional). • Analysing tariffs faced by ASEAN countries with potential trade-negotiation partner countries 	Understanding how to use Market Access Map to develop a profile of the tariffs applied and faced by a country and a region.
12:00 – 1:00	Lunch	
Activity 5 (Continued) 1:00 – 2:45	Presentation of Market Access Map - continued	
2:45 - 3:00	Coffee break	
Activity 5 (Continued) 3:00 – 4:30	Presentation of Market Access Map - continued Simulating tariff reductions on tariffs applied and faced by ASEAN countries – implications for preference erosion	
Day 3: November 21		
Activity 6 08:30 – 10:00	Generic Practical Exercises: Trade Map <ul style="list-style-type: none"> • Exercises to get used to scope of software functionality in Trade Map 	Practical application to develop the skills in using the ITC tools for trade and tariff analysis.
10:00 – 10:15	Coffee Break	
Activity 6 (continued) 10:15 – 12:00	Generic Practical Exercises: Market Access Map <ul style="list-style-type: none"> • Exercises to get used to scope of software functionality in Market Access Map 	
12:00 – 1:00	Lunch	

Activity 7 1:00 – 2:45	<p>Practical Exercise specific to ASEAN countries</p> <ul style="list-style-type: none"> • Using Market Access Map to identify list of products that face the highest tariffs for the countries involved in the trade negotiations • Using Trade Map to refine list of products where your country has capacity to export more: • Using Trade Map to refine list of products that your country has interests in protecting from: <ul style="list-style-type: none"> ○ National perspective (significant local production, infant industry, other considerations) ○ Regional perspective (significant intra-regional trade or risk of intra-regional preference erosion) • Using Market Access Map to simulate tariff reduction scenarios using various formulas 	Develop the skills in using Trade Map and Market Access Map to analyse an issue relevant to your country
2:45 - 3:00	Coffee break	
Activity 7 (Continued) 3:00 – 4:30	Practical Exercise specific to ASEAN countries	
Day 4: November 22		
Activity 8 08:30 – 10:00	<p>Developing a list of sensitive products for exclusion from negotiations (a national perspective)</p> <ul style="list-style-type: none"> • Considerations and Criteria • Data Requirements and Issues • Timelines • tariff reduction and elimination schedules 	<p>Understanding issues to be considered for national exclusion lists.</p> <p>Develop capacity to formulate the best mix of concession exchange of based on an informed & empirical analysis.</p>
10:00 – 10:15	Coffee Break	
Activity 8 (continued) 10:15 – 12:00	Developing a list of sensitive products - continues	
12:00 – 1:00	Lunch	
1:00 – 1:15	ASEC presentation	
Activity 9 1:15 – 2:45	<p>Regional considerations</p> <p>Presentation of ITC experience working with ACP countries and regions in their EPA</p>	Understanding methodology that can be used to refine national positions in

	negotiations with the EU	developing a regional position
2:45 - 3:00	Coffee break	
Activity 10 3:00 – 4:00	Group Discussion <ul style="list-style-type: none"> • ASEAN issues for regional trade negotiations • National perspectives on regional trade negotiations – current issues for ASEAN 	Participants to raise issues for ASEAN future negotiations with trading partners outside the region
Activity 11 4:00 – 4:30	Recapitulation of material covered in the workshop and evaluations	

WORKSHOP ON TRADE ANALYSIS

Jakarta, Indonesia

19-22 November, 2007

Organizations represented: Trade Ministries, Commerce Ministries, Customs

Countries Represented: Brunei Darussalam, Cambodia, Lao PDR, Indonesia, the Philippines, Thailand, Vietnam

1. Workshop Objectives

How well do you think the workshop achieved its stated objectives?

Category	Percent respondents
Not achieved	0%
Fairly achieved	10%
Significantly achieved	80%
Fully achieved	10%

Please elaborate:

- The participants learned more using mac map and trade map analysis which help us to draw up prepare the list of sensitive products using the criteria presented in the workshop by the speakers.
- This workshop provided us with tools and skills to improve our approach for our country future trade negotiations.
- With the comprehensive data contained in the trade map and Mac Map, analysis data for purpose of trade, market access will be done easily. Monitoring imports will be less tedious. Likewise, very useful in anti dumping and safe guts investigation.
- The trade map and the MA map is very useful tool with the full of trade information that I can use for my work in the future.
- After the course, I know an excellent website of ITC to access for trade data that I can collect information and trade statistic of our trade partner as well as work trade in overall.
- The topic is covered and I absorb for most of them.
- As a new comer to MA, I have greater knowledge on market analysis and negotiations.
- All of the tools strive to present trade statistics in an analytical and user friendly format.
- Learning more about trade map and market access map.
- The participants can get a new knowledge from the workshop very much indeed.
- On the market access, the presentation is quite fast than what I expected but toward the end i.e. Trade Map & Trade Negotiation much better and easy to understand.
- I have no a basis of that Trade Analysis. Especially study on trade analysis.
- Participants don't get the knowledge on how to create the tools (system).
- Know how to do Trade Analysis.
- On these workshop my concern are about the database design and general technical system and I just answer the general questions.

For those objectives not met, or not fully met, why do you think this was the case?

- If possible more days of training needed to cover all the topic and present of hard copy documentation should be provided before the workshop started.
- The objective that I can not met in this course is the technical to use the software of excel to summarize everything after the information has been analyze because it is not cover in the course.
- My department need this subject to use smoothly with all the data then make trade policy for our department and ministry as well.
- Internet connection was barriers to allow each participants work effectively.
- Tools, Quality of presentation, internet access was slow. So every one can not be online at the same time.
- Tool, internet access was slow that make to every one cannot be outline on it.
- The network is not good enough. We cannot use computer for doing the exercise of Trade Map and Mac Map.
- Not fully achieved because of the network bad internet network. I cannot use the computer in order to practice exercise of Trade Map and Market Access Map.
- The workshop period is too short to accomplish everything.
- Due to time limitation, we could not go through detailed features of trade map and mac map; therefore we could not raise question re analysis instantly.
- Unfortunately, I need password to access that website.

2. Further expectations

Did you have other expectations that were met or not met during the workshop? Please elaborate:

- If could, technical for using of excel to analyze could be included. The excel technical have refer to analyze technical.
- It is the first time for me that I can joint this workshop. So, I hope that whenever you will invite me to another workshop more basic that teach me more detail.
- Trade in Services.
- I did not expect that we would be able to accomplish so much in hands or application for all available data made every time clearer and more concrete.
- Yes, warm reception and full assistance extended by the organizers, ASEAN Sec and Staff.
- I would like greater elaboration on other bilateral/regional agreements and other commitments that might have affected the MA decision more examples (if possible).
- Indeed, the 4-days workshop is excellent particularly on the trade-data analysis part where there is a simulation process to prepare a regional list of sensitive products.
- The inclusion of non-tariffs measures for those countries applying NTBS

How do you think these expectations could best be addressed?

- Conduct another course for analysis technique.
- Anywhere you can, but please invite me.
- Improving knowledge about trade in service issue.
- More examples – a case study on a product of an agreement that can cover various factors regarding MA/Negotiations decision for individual country or ASEAN.
- By including the NTMs in the Mac Map analysis.

3. Evaluation of presenters, participants, and workshop

4 = Excellent

3 = Very Good

2 = Satisfactory

1 = Poor

Presenters

	Average Rating
Knowledge of material covered	3.7
Clarity of explanations	3.2
Sustaining interest of participants	2.9
Handling of questions	3.1
Quality of presentations	3.2

Participants

Knowledge of topic	3.0
Enthusiasm/participation	3.1
Country representation	2.7

Workshop

Planning and design	3.2
Relevance of topics	3.3
Materials	2.8
Administrative support	3.0
Suitability of venue	3.0
Outcomes/outputs	3.2

The best feature of the workshop was:

- The relevance topics to the participant requirement especially in understanding the main topic market access, trade map, and trade negotiations.
- Topics.
- For me it all the best.
- Getting to know the tools, Trade map and Market Access Map
- Getting to know all both Trade map and Market Access Map
- Clarity of explanations and knowledge of topic.
- Exercises and group participate.
- Each country group was made to analyze/prepare product listings (sensitive list) for the actual negotiation process. Manipulation of the search engine tool.
- Presentation and exercise on trade map and mac map and sensitive products for exclusion list (national + regional perspective).
- Good scope of the workshop/moderator are friendly and pay attention with all participants' questions.
- The logistic for the workshop was very good / computer system / other equipment for the workshop.
- The presenters are very enthusiasm
- The presenters are very enthusiastic and friendly good.
- Knowledge of material covered.
- Market Access Analysis
- The simulation part; ASEAN preparation for a regional list of sensitive list.
- All of the above.

- It was planned that participant would have experience on the system even though because of the limited technical issue, only 1 computer can access the network during the system.

The worst feature of the workshop was:

- Venue and facilities (specially computer arrangement and internet).
- Internet connection problem for individual assessment.
- Internet access not sufficient.
- The computer system is not sufficient.
- In this workshop, computer practice is very important. Unfortunately we have limitation of internet servers. As a result, we can not access the MA map and trade map all together but for one computer to all participants.
- I think I would be better if we (the participants) have copies of slide – It would be easier for us to catch up the lecture and take note.
- The network.
- The internet network.
- Hand out should be distributed earlier which possible to include the screenshot of the system to familiarize the participant with the system.

4. Future directions

Do you think follow up activities might be needed? If so, could you specify the kind of activities needed?

- Yes if not, it should be good for the participant.
- Yes, kindly updating on the new products related to trade analysis (websites).
- A basis on trade analysis.
- More practical exercises on the job-training type should be considered.
- Better arrangement in turns of docs, facilities or back up circumstances.
- Share experience with my colleagues.
- Yes. More in depth market access competitiveness using the databases. We were not able to use the other features of trade/Mac Map.
- I think there should be a follow-up seminar for the same group to be able to create specification of the software.
- Yes, for questions regarding sector than market analysis + negotiation analysis. It can be held in a more advanced workshop/seminar.
- Yes, I need more 1-2 months to get used to the MA map and Trade map if we have.
- Yes, I do. But I think that the time for simulation and nego need to be expanded.
- Need to organize more of these similar workshops to familiarize ourselves with data.
- Yes. Need more time to make simulation and also to explain well how to prepare, assess the potential products that has no NTMs.

Referring to your answer in 4.1., how do you think future similar forums or follow up activities could be made more useful/effective?

- If trainer can come to individual country and show to public offices and private people it would be better
- Yes, of course.
- Provide more background documents in advance.
- Back up CDs could help when the internet access is down.
- Organize negotiation trade forum to share experience.
- For us from the tariff commission this kind of forum would likely be an effective tool specially in gathering data, analyzing, monitoring trade and the commission's active participation in the bilateral and multilateral negotiations and other trade related issues.

- By providing examples of questions/case study prior to the activities or by providing discussion papers/materials for participant preparation.
- If the trade map or MA map updated new version, it will be more useful for us to have seminar again.
- More practical exercise.
- Make additional time to stress on how to compute or assess the products.

5. Any other comments?

- Please do kind support, provide more often and more my ministry participants on that workshop topics.
- Financial support should cover the whole duration of the WS. Start from the day of travel until the end of our journey and should be better deal with a minor problems on the boarding pass.
- For the next time, when the participant has a problem with the boarding pass, the secretariat should make a convenience for them. How do you do with him/her immediately.
- Mac Map and Trade Map were such an amazing engine search tool, but it is possible that the Tariff Commission can access to the data?
- Thank you !!!
- The hotel should be in center of Jakarta.
- I highly appreciate the organizers and presenters of the workshop.
- I am highly grateful and appropriate the organizers ASEAN-US Technical Assistance Training Facility & ITC and presenters of the workshop.
- Particular ASEAM Member Countries should fully pay attention to the lecture given that the workshop is organized by ASEC with fully supported by ASEAN-US Facility. Indeed they have gained a lot from this 4-days workshop.

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