



CHEMONICS INTERNATIONAL INC.

POLICIES TO IMPROVE COMPETITIVENESS
IN THE DOMINICAN REPUBLIC PROJECT

Workshop on Impact Analysis of Trade Agreements for the Dominican Republic

Bayahibe, Dominican Republic

Workshop Dates: December 1-8, 2002

Submitted to:
USAID/Dominican Republic

Submitted by:
Carl Cira, Florida International University, under subcontract to Chemomics International Inc.

Under Contract Number PCE-I-00-99-00003-00, Task Order 14

In Support of Strategic Objective (SO) No. 1,
Policies Adopted that Promote Good Governance for Sustainable Economic Growth

August 2003

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Executive Summary

Florida International University (FIU), Summit of the Americas Center (SOAC) was contracted to provide a Workshop on Trade Agreement Impact Analysis for the United States Agency for International Development (USAID) funded Dominican Republic Policies to Promote Competitiveness Project managed by Chemonics International Inc. FIU/SOAC tailored the workshop design and delivery to the needs expressed by the Dominican Foreign Relations Ministry (SEREX) and Chemonics, and it was successfully presented to 29 Dominicans, (20 public sector and 9 private sector). The workshop was inaugurated on Sunday morning December 1, 2002, with opening remarks by representatives of USAID, SEREX and FIU and closed successfully on December 8, 2002.

The workshop provided 60 hours of instruction and negotiation practice over an eight day period. The instruction focused on issues and methodologies for assessing alternatives in the negotiation context, balancing options and evaluating trade-offs in terms of benefits and drawbacks for the Dominican Republic (DR). This workshop utilized specific sectoral situations in the current DR economy as the basis for the practical exercises. In response to the detailed terms of reference prepared by SEREX and Chemonics, and based on consultations with USAID's economist and Chemonics project manager, FIU was able to present a thorough and realistic approach to alternative methods for analysis of the impacts of different trade negotiation strategies and outcomes. The participants were provided with a manual of background and preparatory readings in the days prior to the opening of the Workshop and were requested to review and study these materials in their off-hours during the first two days of preparatory presentations.

FIU's training methodology consisted of 20 class hours of preliminary briefings and instruction and approximately 40 hours of simulated negotiations based on previously prepared materials covering actual factual and statistical information on three sectors of the Dominican economy – sugar, textiles and pharmaceuticals.

The workshop featured a specially designed negotiation problem based on the FIU trade training team's prior analysis of the mentioned three important Dominican economic sectors. Extensive preparatory research was supplemented by two days of interviews in Santo Domingo prior to the commencement of the workshop to verify information and policies with the actual responsible officials and private sector actors. Chemonics and SEREX cooperated fully in setting up these supplementary interviews and FIU trainers met with the requested persons in Santo Domingo on November 28 and 29, 2002, before proceeding to the workshop sites at Bayahibe.

The Workshop went very well, despite the challenging and complex subject matter and the need to master the workings and issues of three very different areas of the DR economic picture material. The FIU team's ability to present in detail the methodology and results of an actual Impact Analysis developed over almost one year by the Argentine Foreign Ministry's Economic Analysis unit helped immeasurably to familiarize the group of mainly non-economists with the

process and its uses. We recognized the importance of making the process and the methodology accessible to trade generalists and believe that this approach was largely successful.

As well, the availability of several computers, all with internet connections was crucial in allowing the participants to do real time research during the negotiation phase. As in FIU's previous two training exercises for USAID/DR, after some initial sessions where participants were tentative and reluctant to engage, they rapidly internalized the exercise, absorbed their assigned roles and a real negotiating atmosphere was rapidly achieved. The bulk of the participants responded seriously and professionally to workshop methodology and content throughout the week.

The ability to conduct the event outside the capital away from offices and businesses in Santo Domingo clearly facilitated consistent concentration and participation for the participants. The only drawback to maximum benefit from the Workshop was the failure of several senior officials, negotiators and expected private sector participants to attend. Nevertheless, those who did attend took full advantage of the opportunity and for the most part, were serious and spent significant non-class time working on their positions, both alone and in small groups. There was minimal absenteeism, as most participants quickly understood the unique opportunity presented, the usefulness of the material and the value of the practical exercise to them, particularly in the current crucial phase of the Free Trade Area of the Americas (FTAA) negotiations, requiring countries to present offers of tariff reductions and solicit concessions from the others beginning December 15, 2002.

The course schedule is included in Annex A.

SECTION I

Background and Objectives

The Dominican Republic in recent years has joined the general economic liberalization trend in Latin America and the Caribbean. A great deal of the initiative and the impetus for economic integration came during the prior Dominican administration. The Dominican Republic made significant progress in the negotiation and signature of free trade agreements with Central America and with CARICOM. As is still the case in many countries, Dominican public sector positions are largely unprotected by civil service status. Thus, after the current government took office in August 2000, it dismissed a significant group of the public sector personnel previously involved in the several important negotiation processes to which the DR is a party.

The majority of the personnel now representing or backstopping the Dominican government (GODR) in international trade negotiations have held their present positions for under two years. Many still lack the background, training and experience to confidently and adequately define negotiating positions and strategies, or to take the lead for their country in an actual negotiation setting. As the pace of trade negotiations in the hemisphere has increased in 2002, the current GODR has sought training and technical help to improve its ability to negotiate effectively in the contexts of the FTAA, the Caribbean Community (CARICOM), the Central America-DR Free Trade Agreement (FTA), the African, Caribbean, and Pacific group of states (ACP) and the World Trade Organization (WTO).

In an important recent policy shift, the U.S. Government has begun to project a public posture of active interest in and support for the need for trade capacity building among the smaller economies and the developing countries in general. Government of Dominican Republic (GODR) officials initially made contact with officials of the Office of the U.S. Trade Representative (USTR) on the issue. The USTR referred them to USAID and GODR Undersecretary of State for Foreign Affairs Santiago Tejada, charged with the coordination of all Dominican international trade negotiations, approached USAID for assistance.

USAID, through its Dominican Republic Competitiveness Project managed by Chemonics International, arranged to contract the Summit of the Americas Center (SOAC) at Florida International University (FIU) to present an intensive one week version of our two week International Trade Negotiation Skills Course for Dominican trade negotiators. Chemonics made the initial contacts with FIU in mid-January, 2002. In an initial meeting with SOAC Director Carl A. Ciria at FIU in Miami on January 23, 2002, Undersecretary Tejada, Chemonics DR Competitiveness Project Director Antonio Rodríguez-Mansfield, and Chemonics Washington Project Manager Christian Kolar presented the elements of the DR situation and their training needs. SOAC Director, Mr. Ciria subsequently presented a proposal, and a contract was signed by February 15 and the Intensive Course was conducted for 36 participants in Bayahibe, Dominican Republic from March 10-17, 2002. A lengthy report on that course was presented to USAID and Chemonics in April 2002.

As a result of the success of the March 2002 course, the FIU Summit of the Americas Center was asked to present two additional specialized workshops for Dominican negotiators: a Workshop

on Market Access that was presented from September 29 to October 5, 2002 and was the subject of an earlier report, as well as the Workshop on Impact Analysis of Trade Agreements, the subject of the present report.

Like the March Intensive Trade Negotiation Course and the September – October Market Access Workshop, this Impact Analysis Workshop was conducted in a cooperative and congenial atmosphere that again combined seriousness of purpose with a good level of friendly interchange among FIU instructors and Dominican participants throughout. The FIU/SOAC team and the majority of the participants now know each other well. The outstanding performances of several of them showed the results of their prior learning and experiences with the previous FIU training events. FIU trainers also appreciated the participants' many favorable comments on our prior efforts and their affirmations that FIU has presented serious and complicated material in an accessible and comprehensible manner. FIU staff greatly appreciated the constant support of Chemonics Project Director Antonio Rodriguez –Mansfield and Development Specialist Rafael Capellan, who was able to participate and receive the workshop certificate and the technical personnel from SEREX. Unless otherwise indicated, all FIU instructor sessions were accompanied by PowerPoint presentations. CDs with all the presentations made were handed over to Chemonics Inc. to make available through SEREX to all the participants.

SECTION II

Actions Taken & Assessment

A. FIU Team for the Dominican Impact Analysis Workshop

FIU/SOAC has followed and monitored the FTAA and other regional trade negotiation processes closely this year and FIU instructors were well aware of the specific concerns and issues with which the Dominican Republic has been concerned. FIU instructors were also fully informed of the details and outcomes of the most recent FTAA Ministerial meeting in Quito, Ecuador on November 1, 2002, having been present in Quito as delegates to the Americas Business Forum and having debriefed certain delegates from different countries. In addition, as noted above, based on the terms of reference for this Workshop, we conducted specific research on the current Dominican trade situation and tailored the course materials and the case study to that reality.

FIU arranged, directly or via a subcontract, for the participation of the following instructors:

- **Dr. Rodolfo Rua Boiero**, President, Center for Studies on Economic Integration and International Trade (INTEGRAL), Buenos Aires and Miami, economist and trade policy advisor to Argentine, Brazilian, Uruguayan and Paraguayan public and private sectors, veteran negotiator of various bilateral and Mercosur trade and tariff agreements; representative of Argentine Chamber of Commerce to Business Network for Hemispheric Integration (BNHI);
- **Licenciada Lilana Otero**, INTEGRAL, pharmaceutical regulatory expert, TRIPS expert, and Mercosur negotiator; negotiation training specialist;
- **Ing. Carlos Restaino**, INTEGRAL, former executive with Gillette, Inc., management consultant and trade negotiation advisor, negotiator of various LAIA and Mercosur trade agreements;
- **Dr. Gustavo Svarzman**, INTEGRAL, economist – Center for International Economic Studies, Argentine Foreign Ministry, expert on impact analysis methods and modeling, co-developer of Argentine impact analysis program;
- **Carl A. Cira, J.D.**, Director, FIU/SOAC, attorney, former Deputy Chief, Foreign Commerce Section, Antitrust Division, U.S. Department of Justice; Former Mission Director, USAID/Colombia, 1997-1999. International trade policy analyst.

B. The Participant Group

The group of 29 persons consisted of both public and private sector individuals involved in, connected with, or interested in the negotiation of international trade agreements for the Dominican Republic. Out of the 29, only 25 attended the full duration of the course. Several had completed the first USAID-FIU Dominican trade course in March 2002, and the FIU Market

Access Workshop in September-October 2002, and these individuals clearly came to the fore in the discussions and in the simulated intra-Dominican trade-off negotiations, developing and debating detailed sectoral negotiating positions and assuming key negotiating roles as assigned by the instructors.

Of the 29 original participants, 20 were public and 9 were private sector representatives. Of the public sector personnel, one was a Chief Negotiator and others were alternates or technical or substantive support personnel. Of the private sector group, some were knowledgeable and well informed on the DR's negotiating processes, and had been involved consistently in monitoring the DR negotiation process via the *Comité Nacional de Negociación Comercial* (CNNC), the GODR's liaison body with the private sector and other elements of civil society.

The group as a whole was generally bright and interested and in performance compared favorably with the group that attended the first FIU course in March 2002, though it had fewer high level officials and no key private sector individuals. The group as a whole was prepared to work. As with all of the FIU training events, the purpose and methodology were eminently practical, rather than theoretical or academic. After a few initial concerned reactions to the volume and the complexity of the materials and the subject matter, the group worked seriously and enthusiastically in the preparatory phase, the sectoral position development, and in the simulated three way inter-sectoral negotiations.

During the first four days of orientation and detailed preparation for the role-playing exercise, the participants generally kept to the rigorous daily schedule agreed upon with SEREX. During this four day negotiation preparation and sectoral position development phase, the participants worked actively to get into the material, and once assigned to their sector (sugar, textiles and apparel, or pharmaceuticals) they made extensive and productive use of the coaching and facilitation provided by the FIU instructor team members assigned to each sub-group. Most participants studied the workshop materials daily and some were occasionally chided by their sectoral team members if it became apparent that some item treated in the materials had not been fully understood. Nevertheless, the instructors were constantly available answering concerns and providing explanations, and as the group began to absorb the details of the problem and the aims of the negotiation, the pace increased. Thereafter, the scheduled time for the exercise was exceeded every day, driven primarily by a significant core group that responsibly assumed leadership and coordination roles, and worked overtime together to define, refine and discuss their negotiating positions.

Most individuals got into their assigned roles reasonably well, and during the last three days of the course, many participants, especially those who were assigned leadership roles, devoted eight to ten hours of work. The instructors accompanied and remained accessible throughout, and after the final sessions on Sunday they conducted a critique, evaluation and wrap-up.

C. Final Field Research and Preparation of Final Sectors Dossiers, FIU Team 11/28, 11/30

Three FIU instructors worked in Santo Domingo for three days prior to departing for the Impact Analysis Workshop presentation in Bayahibe. They met with representatives from a number of public and private sector entities. FIU had earlier notified Chemonics, requesting they arrange appointments with as many of the following as practicable:

- **Public Sector:**

- Secretariat of State for Industry and Commerce
 - National Office of Industrial Property
 - Dominican Center for Export Promotion
 - Industrial Development Corporation
 - Ministry of Agriculture – State Sugar Council
 - National Counsel of Export Free Zones

- **Private Sector:**

- Junta Agroempresarial Dominicana* – (particularly representatives of the sugar subsector)
 - Dominican Free Zone Association
 - National Association of Importers
 - Dominican Exporters Association
 - Chamber of Commerce and Production of Santo Domingo

The following interviews were conducted on November 28 and 29:

- Dr. Jesús de los Santos - Subsecretario de Estado de Planificación Sectorial Agropecuaria
- Sr. Gabriel A. Guzmán - Director de Administración y Finanzas de la Junta Agroempresarial Dominicana
- Ing. Horacio Álvarez - Vicepresidente Ejecutivo de la Asociación Dominicana de Exportadores
- Dra. Ayalibis García - Directora de la Oficina Nacional de Propiedad Industrial
- Sra. Milagros Puello - Cámara de Comercio y Producción de Santo Domingo
- Sr. Daniel Liranzo - Subdirector Ejecutivo del Consejo Nacional de Zonas Francas de Exportación
- Sr. José Torres R. - Director Ejecutivo de ADOZONA (Asociación Dominicana de Zonas Francas)

Information obtained was aimed at a “reality check” to verify and assure the correctness of various factual and policy aspects of the three sectors (Sugar, Textiles and Intellectual Property emphasis on pharmaceuticals) and was used to complete the three sectoral dossiers that were to be provided to the Impact Analysis Workshop participants. On Saturday November 30, the FIU Instructors discussed and processed the information obtained and worked to complete the dossiers, which were subsequently printed at the Workshop sites. They then departed Santo Domingo for the program site at Bayahibe

D. Dynamics of the Group – Preparation for the Simulated Negotiation Sessions (SNS)

The preparation for the SNS requires the FIU instructors to gather personal information on each participant to analyze their prior education, experience, and apparent expertise and observe their interaction with the group during the preparatory phases. This background information, together with the instructors’ pooled observations of individual comportment during the preparatory

briefings, both in the sessions and during the breaks, allowed FIU instructors to assign roles to individuals as public or private sector representatives and members of one of the three selected sectors for negotiation.

In the Miami courses, we normally have several days to complete the task of forming the SNS teams. In this case, as for the prior March 2002 DR course and the September-October Market Access Workshop, we needed to gain a far more rapid understanding of who the DR participants were, both personally and professionally, for analysis and discussion among instructors prior to the assignment of roles by the middle of the third day of the workshop.

This time, the task was easier, as we already knew several of the participants' capabilities and performance from the two previous events. As in those events, the instructors observed and studied all participants' behaviors, seeking to identify apparent personality characteristics, evident degrees of prior negotiating experience, self-confidence, professional knowledge, evident leadership traits, tendencies toward dominance or excessive timidity, and the like. Again, it was clear that those who had been participants in the first FIU Dominican course in March 2002 and the subsequent Market Access Workshop were better situated to assume key roles in this exercise, and were generally more confident and eager to get to the real work of the negotiation

E. Workshop Highlights

E1. Saturday, November 30 – Final preparations and logistics check

FIU instructor group members Rodolfo Rua Boiero, Liliana Otero, Carlos Restaino and Gustavo Svarzman and Carl Cira arrived at the Hotel Venta Gran Dominicus. FIU support staff member Vilma Zamora arrived. Chemonics and SEREX support staffers arrived. The meeting room setups were reviewed and adjusted with hotel staff, the projection equipment was set up and tested, a bank of computers, printers, and a photocopier was set up and miscellaneous details were dealt with to assure the smooth start-up of the course the next day. Most participants arrived in the course of the afternoon.

E2. Sunday, December 1 – Opening and Introduction

USAID officials, Director of Economic Growth and Democracy Programs, Donnie Harrington and USAID Economic Policy Coordinator, Luis Gonzalez arrived. A number of participants and SEREX observers arrived.

The formal opening of the course began at 9:00 a.m. FIU/SOAC Director Carl A. Cira spoke briefly and acted as presenter. Mr. Cira noted the commitment of the FIU Trade Capacity Building Group to hemispheric integration and our expanding efforts since 2000 to contribute directly to the development of greater trade management and negotiating capacity through our International Trade Negotiation Skills Courses offered both in Miami and at large in interested countries of the region.

Mr. Donnie Harrington welcomed the participants for USAID, speaking about the U.S. commitment to trade capacity building and announcing that USAID would provide a password to all present to gain access on the internet to the ITC TradeMap. The International Trade Center

(ITC), a joint trade promotion agency of the United Nations (UNCTAD) and the World Trade Organization, developed the ITC TradeMap to provide on-line access to the world's largest trade database and interactive market analysis tools. TradeMap allows the user to analyze export and import markets, get an overview of competitors in the global market, assess competitors in specific export markets, find opportunities to diversify products in a specific export market, identify bilateral trade opportunities, and find information on tariff and non-tariff barriers. Accessible in Spanish, French and English, TradeMap covers all countries worldwide, providing market access information that is useful to improve trade policy making and trade competitiveness. USAID negotiated with the ITC to have the right for two years to disseminate a password to TradeMap. USAID/Santo Domingo will share the password with all host country public and private sector officials and anyone interested in trade.

Ambassador Dra. Maritza Guerrero, from SEREX, spoke on behalf Undersecretary Santiago Tejada welcoming the group.

Dr. Rodolfo Rua Boiero, FIU/SOAC Senior Research Associate, INTEGRAL Director and Workshop Academic Coordinator gave an introductory description of the content and philosophy of the workshop, the methodology for preparing the three separate sectoral negotiation positions and for the conduct and management of the three days of simulated negotiation exercises.

The Workshop got underway.

E3. Distribution of Materials and Guidance for the Negotiating Problem Case

All participants had been previously provided copies of a 100 plus-page manual of background readings, specific updates on negotiation areas, and annexes for use during the Workshop. Participants also received three separate dossiers of materials and information on each sector – sugar, textiles and pharmaceuticals. These were provided on the second day of the preparatory phase in Bayahibe, as they were finalized based on the FIU team's interviews of the prior week in Santo Domingo.

The lecture and discussion sessions of the first day were conducted by Drs. Rua and Svarzman and were devoted to a thorough treatment of the fundamentals and different methodologies used in performing impact analysis of trade agreements. The formal economic analytical methods were described and compared with the more intuitive methodologies. The general equilibrium and partial equilibrium models were presented and related to sectors and commercial flows. The completed impact analysis modeling utility of the Argentine Foreign Ministry was used throughout the presentations of Dr. Svarzman, who is one of the principal developers of the tool.

Care was taken to emphasize the imperfect nature of impact analysis and to review how it could be useful nonetheless in designing negotiation strategies.

E4. Monday, December 2 – Inputs into the Impact Analysis Process – Uses and Limitations & Practical Exercise Based on the Argentine Case and Using its Elements to Analyze the Dominican Situation

The availability and uses of various categories of information were covered. The formulation of analytical hypotheses based on the real context was treated extensively. A session discussed the options for combining these methods or supplementing the economic calculations and analyses with intuitive work based on political and policy preferences and social implications.

The afternoon sessions were devoted to an extensive review of the tools and conclusions of the Argentine Government model. The methodology was described at length and the analytical hypotheses and their formation were covered. The results and conclusions were discussed at length. Participants took extensive notes and asked numerous questions as the elements and results of the application of the Argentine work to the Dominican situation were thoroughly examined.

E5. Tuesday, December 3

E5a. The Real Context – Review of Current Dominican Trade Negotiation Contexts- Focus on the FTAA

The morning sessions were aimed at informing and updating the group in some detail on current political and economic factors impacting the FTAA and other regional negotiations, and the trade relations of the Dominican Republic. FIU/SOAC Director Cira devoted two sessions to a review of the principal U.S. trade policy instruments benefiting or affecting Latin America and the DR in particular. The North American Free Trade Agreement (NAFTA), Caribbean Basin Initiative (CBI), Caribbean Basin Trade Partnership Act (CBTPA), Andean Trade Preference Action (ATPA) and the current U.S.-Chile and U.S. Central America Free Trade negotiations were covered. The Trade Act of 2002 was reviewed and the effects of the Farm Bill, the Steel measures and the Trade Promotion Authority (TPA) were discussed. There were numerous questions and comments, mainly directed at the DR's situation, the prospects for a U.S.-DR bilateral FTA, and the "real" motivations of the U.S., given its often contradictory signals in the trade policy area.

Drs Otero and Restaino covered the WTO and regional agreements and the positioning of the DR in the regional and multilateral contexts. Of equally importance to the material and discussion, the presenters strove to provoke reaction, comment and discussion in order to facilitate our parallel task of learning enough about each participant to be able to form the three sectoral negotiating groups by the end of the second full instruction day. The sessions on the relative position of the DR in the hemispheric trade picture provoked intense interest, as it was evident that many participants had not been fully aware of the degree of the national export trade accounted for by the free zones (80%), and the degree of dependency on the U.S. unilateral preferences, particularly in textiles and clothing. The realization of the importance of the ongoing FTAA negotiations as well as the 2008 WTO deadline for the dismantling of the free zones provoked animated discussion and concerns about the overall result of the FTAA negotiation process and its potential consequences for the Dominican Republic.

The last session of the morning presented a detailed update of the FTAA status after the recent Quito Ministerial, highlighting selected issues from the bracketed text of the draft FTAA Agreement.

E5b. Initiation of the Role Playing Exercise – Design of a Negotiation Strategy and the Preparation of a National Negotiating Position in the Context of the FTAA Negotiations – Presentation of the Exercise

The opening phase of the actual role playing exercise began.

The initial afternoon session was devoted to the description and presentation of an actual simulated impact analysis of the expectable effects of the FTAA on the Dominican Republic, as prepared by the FIU team. The central purpose of the ensuing four day exercise was to prepare sectoral negotiating positions and eventually produce a national negotiation position. The position would be the result of inter sectoral negotiations taking as their point of departure the simulated impact analysis presented by the FIU team (based on real economic information)

Each sector was analyzed and discussed in detail and the corresponding chapter of the draft FTAA agreement reviewed and analyzed for its implications for a DR position.

A detailed description of the structuring of the exercise was presented, the three sectoral dossiers were reviewed, and the participants were given their assigned roles and responsibilities.

E6. Wednesday, December 4 – Role Playing Exercise – Design of a Negotiation Strategy and the Preparation of a National Negotiating Position in the Context of the FTAA Negotiations – Study and Preparation Day

Participants were to review and study all materials provided. This was a guided process. Instructors were available and were consulted individually or in small groups by participants throughout the day. Questions on all aspects of the program – theoretical, practical, methodological, etc. were treated. Participants were expected to begin to identify important information for the formulation of their positions, and to seek supplemental information via consultation with one another and via the several computers connected to the internet that were available. The formation of individual and group positions to adopt during the negotiations began to take place, based on the descriptions of interests described for their sector and their roles in the dossiers. Informal discussion and some preliminary negotiation took place.

The effective use of the day allowed participants to do the preliminary analysis and evaluation of their sectoral positions, determine potential alliances and possible trade-offs, as well as to trace initial actions to open the process.

E7. Thursday, December 5 and Friday, December 6 – Rounds of Sectoral Negotiations

The participants settled into their assigned roles and began to discuss and develop sectoral positions, both technical and legal positions and possible sectoral negotiation goals. FIU instructors were at hand throughout to provide individual and group coaching and to clarify information and issues arising from the interplay of the emerging negotiation positions. Drafting

of documents reflecting the discussions began to happen and small clusters of participants worked at the several computers to collaboratively produce the drafts, shuttling back and forth between discussions.

A debriefing and critique of each day's sessions was held at the end of the day.

Toward the end of the second day of sectoral negotiations, FIU instructors reminded the group that they were to complete sectoral positions to move to a national inter-sectoral negotiation the next morning

E7. Saturday, December 7 – Rounds of National Negotiations

Participants engaged in continuous meetings and continued to work on the negotiation and production of the alternative versions of sectoral positions and discussion of trade-off options throughout the day, delaying the conclusion and evaluation until after 7:00 p.m.

Agreement was reached and a small group assigned to produce the definitive version of the national negotiating position.

E8. Sunday, December 8 – Presentation of the National Negotiating Position

The participants presented the results of the exercise and a lively and intense comment and discussion period ensued. The FIU instructors gave their evaluations and comments on the experience. All present agreed that it had been an extraordinary and useful experience, and that the Workshop had exceeded the expectations of participants and instructors alike. The Workshop adjourned by noon. Further informal debriefing, evaluation and discussions continued for another hour.

Satisfaction with the Workshop was general to all, and the more experienced among the group commented that nothing like this exercise had ever been carried out by the public or the private sector in the DR. One private sector participant commented that she intended to press for the processes of the CNNC to be organized to perform analyses and to develop negotiating positions based on what the group here had experienced.

Mention was made repeatedly that the GODR needed to open the process of development of negotiation positions to a wider participation. Others said that the DR still had no overall trade negotiating strategy.

Certificates of Successful Completion of the 60 hour FIU Market Access Workshop were provided to Chemonics for subsequent award by SEREX to all those participants who had fulfilled the attendance requirements.

ANNEX A

Workshop Schedule

Exhibit A-1 - Final Program

SEREX-USAID

Taller sobre

Métodos de Análisis de Impacto

de las Negociaciones de Comercio Internacional



Summit of the Americas Center

Latin American and Caribbean Center

Of

Florida International University

Miami, Florida



Hotel Venta Gran Dominicus

Bayahibe, República Dominicana

Diciembre 1 al 8, 2002



Programa

Domingo, 1 de diciembre

Apertura y Presentación del Taller

8:00 am a 9:00 am	Palabras de Bienvenida y Apertura <i>Secretaria de Relaciones Exteriores (SEREX), USAID/Republica Dominicana, Chemonics, Inc.</i> <i>Summit of the Americas Center (SOAC), FIU</i> Presentación del Taller: Explicación general de los contenidos - <i>Centro de Estudios de Integración Económica y Comercio Internacional (INTEGRAL)</i> Presentación de los asistentes al Curso - <i>SEREX</i>
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El Análisis del Impacto de las Negociaciones Comerciales sobre las Economías Nacionales

9:00 am a 10:00 am	Análisis de Impacto: Introducción y nociones básicas <i>Rodolfo Rúa Boiero – INTEGRAL</i>
10:00 am a 11:00 am	Metodología para la elaboración de los análisis de impacto <i>Gustavo Svarzman – INTEGRAL</i>
11:00 am a 11:30 am	Coffee-Break
11:30 am a 12:30 pm	Tipos de análisis de impacto: equilibrio general y equilibrio parcial (sectores, flujos de comercio) <i>Gustavo Svarzman – INTEGRAL</i>
12:30 pm a 2:30 pm	Almuerzo

El Análisis de Impacto como Instrumento de Negociación

2:30 pm a 3:30 pm	Características de los análisis de impacto: ventajas y desventajas <i>Gustavo Svarzman – INTEGRAL</i>
3:30 pm a 4:30 pm	La lógica implícita en los análisis de impacto y sus limitaciones <i>Carlos Restaino – INTEGRAL</i>
4:30 pm a 5:00 pm	Coffee-Break
5:00 pm a 6:30 pm	Los análisis de impacto como instrumento para la elaboración de posiciones negociadoras y el diseño de estrategias de negociación <i>Rodolfo Rúa Boiero – INTEGRAL</i>

Lunes, 2 de diciembre***Elementos para la elaboración de Análisis de Impacto y sus limitaciones***

9:00 am a 10:00 am	La disponibilidad y el manejo de la información necesaria <i>Liliana Otero – INTEGRAL</i>
10:00 am a 11:00 am	El contexto real y la formulación de las hipótesis de análisis <i>Carlos Restaino – INTEGRAL</i>
11:00 am a 11:30 am	Coffee-Break
11:30 am a 12:30 pm	Las conclusiones teóricas de los modelos y su complementación con el análisis intuitivo <i>Rodolfo Rúa Boiero – INTEGRAL</i>
12:30 pm a 2:30 pm	Almuerzo

Ejercicio Práctico: Presentación de un Análisis de Impacto Real

2:30 pm a 3:30 pm	Presentación de un análisis de impacto real para el caso de una economía en vías de desarrollo <i>Gustavo Svarzman – INTEGRAL</i>
3:30 pm a 4:30 pm	Descripción de la metodología y de las hipótesis del análisis <i>Gustavo Svarzman – INTEGRAL</i>
4:30 pm a 5:00 pm	Coffee-Break
5:00 pm a 6:30 pm	Exposición de resultados y conclusiones del análisis <i>INTEGRAL</i>

Martes, 3 de diciembre

El Contexto Real: Los Frentes de Negociación Externa de la República Dominicana y la Negociación del ALCA

9:00 am a 10:00 am	La política comercial de EE.UU. y la integración hemisférica – La Autorización de la Vía Rápida (<i>Trade Promotion Authority</i> - TPA), el TLC Chile-EEUU –Implicaciones para el ALCA y Rep. Dom. <i>Carl Ciria – FIU/SOAC</i>
10:30 am a 11:30 am	Los frentes de negociación externa de República Dominicana: Organización Mundial de Comercio (OMC) y acuerdos comerciales regionales <i>Liliana Otero – INTEGRAL</i>
11:30 am a 12:00 pm	El posicionamiento de la República Dominicana en el contexto multilateral y regional <i>Carlos Restaino – INTEGRAL</i>
12:00 am a 12:15 pm	Coffee-Break
12:30 pm a 1:30 pm	Actualización del estado de las negociaciones del ALCA <i>Rodolfo Rúa Boiero – INTEGRAL</i>
1:30 pm a 2:30 pm	Almuerzo

Ejercicio de Juego de Roles: Diseño de la Estrategia de Negociación y Elaboración de una Posición Negociadora Nacional en el escenario de la Negociación del ALCA -Presentación del Ejercicio – INTEGRAL

2:30 pm a 3:30 pm	Presentación de un análisis de impacto de la vigencia del ALCA en economía de Rep Dom (simulación basada en información real ¹)
3:30 pm a 4:30 pm	Presentación del caso – Sectores y temas de negociación seleccionados. Grupos de Negociación del ALCA relacionados
4:30 pm a 5:00 pm	Coffee-Break
5:00 pm a 6:00 pm	Descripción de la metodología del ejercicio de juego de roles Asignación de roles a los participantes - Dossier de Información

¹ Las conclusiones del análisis (simulado) de impacto para la República Dominicana serán la base de las hipótesis que asumirán los participantes como premisa para el desarrollo del ejercicio del juego de roles.

Miércoles, 4 de diciembre

Ejercicio de Juego de Roles: Diseño de la Estrategia de Negociación y Elaboración de una Posición Negociadora Nacional en el escenario de la Negociación del ALCA
JORNADA DE ESTUDIO

Los participantes dedicarán la jornada al estudio del material del ejercicio de juego de roles; se suministrará a los cursantes *guidelines* para la realización de un repaso sistemático de los conceptos explicados en la parte teórica y de la información relevante del caso práctico de negociación.

Durante la jornada los participantes identificarán la información de importancia de acuerdo al rol asignado, determinando la estrategia individual y grupal de negociación a aplicar dentro del ejercicio, en función de la descripción de los intereses enunciados para su rol.

La utilización productiva de la jornada permitirá a los participantes realizar el análisis y la evaluación preliminar de la posición de su sector, sus potenciales aliados en la defensa de la misma, los eventuales trade-offs, así como la definición de las acciones a realizar para alcanzar el objetivo asignado.

Los horarios para esta jornada serán los mismos que para las jornadas anteriores, comenzando las actividades a las 9:00 am y concluyendo a las 6:30 pm, respetándose los horarios de coffee-breaks y almuerzo de las jornadas anteriores.

Los participantes tendrán disponible una sala con mesas para la realización eventual de negociaciones informales.

Los profesores estarán disponibles para consulta a lo largo de toda la jornada.

Jueves, 5 de diciembre

Ejercicio de Juego de Roles: Diseño de la Estrategia de Negociación y Elaboración de una Posición Negociadora Nacional en el escenario de la Negociación del ALCA

RONDAS DE NEGOCIACIÓN SECTORIALES

9:00 am a 11:00 am	Reuniones de Negociación Sectoriales
11:00 am a 11:30 am	Coffee-Break
11:30 am a 12:30 pm	Reuniones de Negociación Sectoriales
12:30 pm a 2:30 pm	Almuerzo
2:30 pm a 4:00 pm	Reuniones de Negociación Sectoriales
4:00 pm a 4:30 pm	Coffee-Break
4:30 pm a 6:00 pm	Reuniones de Negociación Sectoriales
6:00 pm a 6:30 pm	Debriefing de la jornada

Viernes, 6 de diciembre

Ejercicio de Juego de Roles: Diseño de la Estrategia de Negociación y Elaboración de una Posición Negociadora Nacional en el escenario de la Negociación del ALCA

RONDAS DE NEGOCIACIÓN SECTORIALES

9:00 am a 11:00 am	Reuniones de Negociación Sectoriales
11:00 am a 11:30 am	Coffee-Break
11:30 am a 12:30 pm	Reuniones de Negociación Sectoriales
12:30 pm a 2:30 pm	Almuerzo
2:30 pm a 4:00 pm	Reuniones de Negociación Sectoriales
4:00 pm a 4:30 pm	Coffee-Break
4:30 pm a 6:00 pm	Reuniones de Negociación Sectoriales
6:00 pm a 6:30 pm	Debriefing de la jornada

Sábado, 7 de diciembre***Ejercicio de Juego de Roles: Diseño de la Estrategia de Negociación y Elaboración de una Posición Negociadora Nacional en el escenario de la Negociación del ALCA******RONDAS DE NEGOCIACIÓN NACIONALES***

9:00 am a 11:00 am	Reuniones de Negociación Nacionales
11:00 am a 11:30 am	Coffee-Break
11:30 am a 12:30 pm	Reuniones de Negociación Nacionales
12:30 pm a 2:30 pm	Almuerzo
2:30 pm a 4:00 pm	Reuniones de Negociación Nacionales
4:00 pm a 4:30 pm	Coffee-Break
4:30 pm a 6:00 pm	Reuniones de Negociación Nacionales
6:00 pm a 6:30 pm	Debriefing de la jornada

Domingo, 8 de diciembre***Ejercicio de Juego de Roles: Diseño de la Estrategia de Negociación y Elaboración de una Posición Negociadora Nacional en el escenario de la Negociación del ALCA******PRESENTACIÓN DE LA POSICIÓN NEGOCIADORA NACIONAL***

9:00 am a 12:30 am	Presentación de la Posición Negociadora Nacional
11:00 am a 11:30 am	Coffee-Break
11:30 am a 12:30 pm	Presentación de la Posición Negociadora Nacional
12:30 pm a 2:30 pm	Almuerzo
2:30 pm a 4:00 pm	Evaluación de los resultados del ejercicio y debriefing final
4:00 pm a 4:30 pm	Coffee-Break
4:30 pm a 6:30 pm	Conclusiones Generales - Cierre del taller