

#### IV. AGENDA Workshop 8

| Day One  |   |
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| Welcome  |   |
| 1430-1445  | By Module Chair: Mr. Reinaldo Figueredo<br>Director,<br>UNCTAD-UNDP Global Programme  |
| Session One: Conceptual and Analytical Framework   |   |
| 1445-1600  | <p>Speaker: Mr. Georges Chapelier<br/>Senior Policy Adviser,<br/>UNCTAD-UNDP Global Programme</p> <p>Participants will gain an insight into analysing the inter-linkages between liberalization, consistent economic growth and the development of human and social capital, and an appreciation of how these linkages can be used as policy tools for integrating into the global economy in pursuit of human development and in partnership with the private sector and civil society. This approach will form the underlying methodology for the following three sessions, which will explore the linkages in greater detail. The UNCTAD-UNDP Global Programme on Globalization, Liberalization and Sustainable Human Development will also be presented.</p>  |
| 1600-1615  | Coffee Break  |
| Session Two: Strategic Stances in WTO Negotiations |   |
| 1615-1745  | <p>Speaker: Mr. Reinaldo Figueredo<br/>Director,<br/>UNCTAD-UNDP Global Programme</p> <p>Participants will gain an insight into the new Round of talks at the WTO covering trade in services, and discuss the options for participating effectively in the on-going negotiations as a pre-requisite for countries wishing to integrate successfully into the global economy, while preserving their policy space. Furthermore, they will gain a greater understanding of how the capacities of negotiators can be increased to raise issues and negotiate in multilateral fora, backed up by substantive analytical capacities in their home countries. This session will include experience from negotiations and interactions with productive sectors for energy and agriculture and an exploration of S&amp;D.</p> <ul style="list-style-type: none"> <li>• How can the asymmetry of power between the industrialized countries and the developing countries be reduced?</li> <li>• How can countries preserve their policy spaces while participating fully in new negotiations? How to make the S&amp;D more relevant and acceptable to all?</li> <li>• How can regional trade agreements plug the holes of the international agenda and be made more relevant?</li> </ul> |
| End of Day One                                     |   |

| Day Two  |   |
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| Session Three: Technology Transfer: Forward and Backward Linkages to the Economy |   |
| 0900-1030  | Speaker: Mr. Mongi Hamdi<br>Chief, Technology for Development, UNCTAD   |
|  | Participants will gain an insight into technology transfer and how knowledge from TNC subsidiaries spills over into the local economy leading to increased productivity and economic growth and a general move up the value chain. They will discuss the challenges governments face in order to provide an enabling environment for investors and domestic entrepreneurs, an educated workforce who can use the knowledge creatively, and an R&D infrastructure that enhances that knowledge. This session will include country experience from Brazil, India and South Africa.                    |
|  | <ul style="list-style-type: none"> <li>• How can linkages be enhanced with the host economy?</li> <li>• How can private-public partnerships be established with universities for R&amp;D purposes?</li> <li>• How do economies move up the value chain?</li> </ul>  |
| 10.30-1045   | Coffee Break  |
| Session Four: Competitiveness, Clusters and SMEs                                 |   |
| 1045-1230  | Speaker: Amb. Werner Corrales<br>UNCTAD-UNDP Global Programme   |
|  | Participants will gain an understanding of the importance of improving competitiveness in order to compete in the global market through firms producing a high quality product at reasonable price, while taking advantage of long-term relationships with suppliers and customers. They will discuss how by developing relationships with TNCS, SMEs can benefit from a move up the value chain, and how establishing an SME infrastructure through the cluster approach allows synergies in production, logistics and training. Case studies from India, Jamaica and Nicaragua will be presented. |
|  | <ul style="list-style-type: none"> <li>• In order to enhance the competitive edge of SMEs, what should the relation be between domestic measures and the negotiation process at the WTO?</li> <li>• How to move from low wage labour manufactures and natural resource industries to more complex products, with higher added value?</li> <li>• Are clusters of enterprises and productive chains the way forward for developing countries to increase their competitiveness?</li> </ul>  |
| Wrap-up Session  |   |
| 1230-1300  | By all speakers   |
|  | Rapporteur: Ian Richards<br>UNCTAD-UNDP Global Programme  |
|  | Participants will receive a summing-up of key policy lessons and points raised for developing interactive trade and investment policy spaces that enhance competitiveness in the global economy.  |
| End of Module  |   |