



International Trade Negotiation Training Program
"Ricardo Estrada"
Basic Course of Negotiation Techniques Module
Guayaquil, Ecuador - March 5 to March 9, 2018

The Training Course in International Trade Negotiations, **Basic Course of Negotiation Techniques Module**, organized by **CORPEI** with auspice of **Ecuador Ministry of Foreign Trade and Investment** was a five-day intensive training activity on Trade Negotiations, their role within trade agreements and the meaning of the implementation of commitments made by countries and included a three intensive sessions of simulated negotiation exercise in order that participants improve their **negotiation strategies and techniques knowledge by learning-by-doing**. The course was delivered by on **Guayaquil, Ecuador** from March 5 to March 9, 2018, and gathered 28 participants, belonging to several governmental institutions among them the Ministries of Foreign Trade and Investment, of Agriculture and Livestock, of Aquaculture and Fisheries and of Industries and Productivity and various sectoral chamber and business companies.

The course **Opening Ceremony** was in charge of **Dr. Eduardo Egas, CORPEI Executive President** and **Mgs. Javier Orellana Herrera, Undersecretary of Foreign Trade**. Econ. Nancy Celi-Icaza was the course coordinator and Ph.D. Rodolfo Rua Boiero, Dr. Jorge Bardier and Dr. Liliana Otero were in charge of the trade negotiation training.

The course had prestigious invited speakers, such as Ambassador Méntor Villagomez, Secretary General of the South Pacific Permanent Commission, former Ambassador of Ecuador in Belgium and India and Chief Negotiator of Ecuador in the initial stage of the FTA with the European Union, Economist Francisco Rivadeneira, former Minister of Foreign Trade of Ecuador and Main Negotiator of the second stage of the Multipart Agreement between Ecuador and the European Union, Atty. Juan Carlos Cassinelli, former Minister of Foreign Trade in charge of the third stage of the negotiation process with the European Union.

The purpose of lectures and conferences was to identify, analyze and understand the main concepts related to international trade negotiations, to interpret and understand the need for reliable information and experienced negotiators so that country can design their negotiating objectives and strategy so to obtain favorable negotiations results. The course also aimed at making them able to assess the impact of international Trade Agreements on the formulation of national trade policies and their projection on trade and investment. **The negotiation exercise had as goal to put in practice the negotiation strategies and techniques learned and to manage to develop negotiating positions beneficial to the interests represented by each party so to reach a consensus document and to be able to appropriately communicate it to their superiors in the negotiating on-going process.**



[List of Participants](#)

[Basic Trade Negotiation Course Flyer](#)

[Photo Gallery](#)