WORKSHOP AGENDA

Useful trade tools for businesses to explore opportunities of new exporting markets and exploit benefits from FTAs

Hanoi, Tuesday, 11th Sept 2018

7th Floor, VCCI, 9 Dao Duy Anh, Hanoi, Vietnam

Time	Content	
Morning Session		
08.00 - 08.30	Registration	
08.30 - 08.45	Opening Remarks	
	 Mr. Tran Huu Huynh – Chairman of the International Trade Advisory Committee (INTAC), WTO and International Trade Center, VCCI Mr. Pham Hung Tien, Vice Director of FNF Vietnam 	
08.45 - 09.00	Overview of Vietnam's integration process and impacts on	
00.45 - 09.00	Vietnamese economy and businesses	
	 Overview of Vietnam participation and commitments under WTO and Free Trade Agreements (FTAs) 	
	- Impacts of international trade on Vietnamese trade (import, export) and investment (FDI attraction)	
	- The real FTA exploitation level of Vietnamese businesses	
	Presenter: Phung Thi Lan Phuong, WTO and International Trade Center (WITC), VCCI	
09.00 - 09.30	Role of Trade and FTAs and opportunities for businesses	
	- What opportunities and benefits offer FTAs for businesses?	
	- Why do businesses not take full advantage of opportunities offered by FTAs?	
	- How to support the businesses to exploit benefits from FTAs?	
	Presenter:	
	 Professor Peter Draper, Executive Director, Institute for International Trade, The University of Adelaide, Australia 	
	• Dr Uwe Kaufmann, Trade Economist & Academic Program Director, Institute for International Trade, The University of Adelaide, Australia	
09.30 - 10.15	Useful trade tools for businesses to seek for new markets and	
	exploit benefits from FTAs	
	Part 1: Introducing and guiding on online tools to search for <u>trade and</u>	
	investment data	
	+ ITC Trade Map	

Director, Institute for International Trade, The University of Adelaid Australia 10.15 – 10.30 Tea break 10.30 – 11.30 Useful trade tools for businesses to seek for new markets and exploit benefits from FTAs (continued) Part 2. Introducing and guiding on online tools to search for tariff an non-tariff measures/barriers + WTO's Tariff Analysis Online + ITC Market Access + ITC Market Access + ITC Market Access + ITC Standards Map + FTA Portals + Other sources Presenter: Dr Uwe Kaufmann, Trade Economist & Academic Progra Director, Institute for International Trade, The University of Adelaid Australia 11.30 – 12.00 Q&A 12.00 – 12.30 Lunch (prepared by workshop organizers) Afternoon Session - 13.30 – 15.00 Participants practice using trade tools through case-studies - Participants will be divided into 5 groups - - Each group will be given a case-study (a problem) to address I using trade tools - - Participants work in group and prepare for presentation - - The lecturer will go around group tables to support each group with their case-study		1
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15.00 15.15 Tea break	15.00 15.15	Tea break
15.15 – 16.45 Solving case-studies by groups	15.15 - 16.45	Solving case-studies by groups
- Group presentations of findings/working results		- Group presentations of findings/working results
- Comments by other groups and by the lecturer		- Comments by other groups and by the lecturer
16.45 – 17.00 Presenting certificates to participants and Closing remarks	16.45 - 17.00	Presenting certificates to participants and Closing remarks