



Agenda



Speakers

Background Readings

Course Directors: Terry Collins-Williams, John M.Curtis, and Robert Wolfe

Trade policy is central to the formulation of government strategies to ensure Canada's future prosperity. The trade policy environment is rapidly changing, however. Trade strategy must take account of new players as the centre of gravity in global governance continues to shift to the countries that ring the Pacific, of technological change that alters what things are traded, and of new business models as production fragments into global value chains. Recent developments in trade theory help make sense of this rapidly evolving trading system. The purpose of this course is to help a new generation of federal, provincial and territorial trade policy practitioners to acquire the skills needed to develop trade negotiation strategies. The course is intended for Canadian mid-level government officials who already have some experience with the basics of trade policy and negotiations.

The Fifth Annual Queen's Institute on Trade Policy focuses on the strategic complexities of advancing Canada's interests in the multi-party Trans-Pacific Partnership (TPP) negotiations. The rapidly-growing Asia-Pacific market is critical to Canada's growth and economic prosperity. Being part of the TPP enables Canada to not only strengthen partnerships in Asia-Pacific but also to help advance an initiative that is driving regional economic integration and setting new rules for how trade is negotiated on a broader scale. The TPP addresses new trade issues and 21st century challenges, exploring both tariff and non-tariff barriers to trade and investment, many of which affect a wide range of domestic policies, with the goal of facilitating the movement of people, goods, services, capital, and data across borders. For more, see [Canada and the Trans-Pacific Partnership Negotiations](#).

The TPP negotiations present strategic challenges that Canadian negotiators have not faced in recent bilateral trade negotiations. TPP includes a much bigger trading partner who plays a unique role at the table, and will soon include another of the world's largest economies, along with different groupings of countries much smaller than Canada. We have much to gain in our largest market, the United States, while being able to participate in a negotiation that may create the trade framework for Asia. Participants will be asked to consider how a policy analyst can use this negotiating dynamic to promote Canadian objectives, given different interests and sensitivities with each party.

Drawing on the experience of former multilateral negotiators, the training objective for the course is to develop the ability to think strategically in developing negotiation objectives. The emphasis will be on trade strategy as a specialized mode of policy analysis, with seminar discussions in small groups focused on Canadian trade policy strategy in three key areas of the TPP negotiations: government procurement, intellectual property with respect to

pharmaceuticals, and agriculture. The course will expand knowledge of, and capacity to use, analytic and communications tools to formulate trade policy strategies and prepare for negotiations, with particular attention to issues on the new trade policy agenda. Background reading material will be available on a special web page for participants in advance.

Expected enrolment is 40 people. The **cost of \$1,750 plus HST** includes all meals and teaching materials. Travel to and from Kingston, as well as two nights' accommodation, will be the responsibility of the participants.

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Agenda

Sunday – October 20, 2013

Room 202, Robert Sutherland Hall, Queen's University, 138 Union Street, Kingston [\[MAP\]](#)

2:00 pm	Welcome and Introduction <i>John M. Curtis</i>
2:15 pm	Trade policy as economic policy Given patterns of growth in the world economy, where are the opportunities for Canadian exporters, importers, and investors? How can trade enhance Canadian innovation and productivity? <i>John M. Curtis</i>
3:00 pm	Introduction to the <i>new new</i> trade theory How have the new firm-level trade models changed our understanding of trade flows? <i>Beverly Lapham</i>
4:00 pm	Trade and trade policy in a global value chains world Why are economists and policy makers starting to pay attention to global value chains? How are they organized? What policy challenges do they entail? <i>Ari Van Assche</i>
6:00 pm	Dinner St. Lawrence Ballroom A Residence Inn by Marriott 7 Earl Street, Kingston, ON [MAP] Keynote: Trade Policy in Washington <i>Gary Horlick</i>

Monday – October 21, 2013

Room 202, Robert Sutherland Hall, Queen's University, 138 Union Street, Kingston [\[MAP\]](#)

8:30 am	Introduction to the <i>new new</i> trade policy Policy implications of new theories based on heterogeneous firms and global value chains <i>Robert Wolfe</i>
9:15 am	Trade policy as foreign policy What purposes does trade policy serve in a world of states? What are the negotiation options? What are the political objectives of the principal institutions?

	Robert Wolfe
10:00 am	What a trade strategy looks like Developing strategic approaches to trade negotiation in a multi-party context Don Stephenson
11:00 am	Break
11:15 am	Trade-related aspects of government procurement Kevin Thompson
11:45 am	First Group meeting: Procurement
1:00 pm	Lunch Keynote: Kathleen Sullivan, <i>Executive Director, Canadian Agri-Food Trade Alliance</i>
2:30 pm	International Approaches to the protection of intellectual property John M. Curtis
3:00 pm	Second Group Meeting: Pharmaceuticals in TPP
4:15 pm	Break
4:30 pm	Where does trade policy fit in provincial economic priorities? Craig McFayden
5:30 pm	Sessions End – Return to Residence Inn by Marriott
6:30 pm	Informal Dinner (assigned seating in groups, with speakers at each table) St. Lawrence Ballroom A Residence Inn by Marriott 7 Earl Street, Kingston, ON [MAP]

Tuesday – October 22, 2013

Room 202, Robert Sutherland Hall, Queen's University, 138 Union Street, Kingston [\[MAP\]](#)

8:30 am	Matching trade policy objectives with trade policy tools and negotiation strategies Terry Collins-Williams
9:30 am	Policy coordination on trade policy in Ottawa and TPP capitals David Elder
10:30 am	Break
10:45 am	Issues and strategies in multi-party farm trade negotiations Pam Cooper
11:15 am	Third Group Meeting: Agriculture in TPP
12:30 pm	Lunch
1:30 pm	Trade policy communications and consultation Velma McColl
2:30 pm	Final group meeting: What is the group's strategic advice to the ADM?
3:15 pm	Break
3:45–4:45 pm	Roundtable: moderated by Kirsten Hillman Participants will be asked to identify the implications of their seminar discussions for Canadian trade policy strategy in TPP



Speakers and Instructors:

Terry Collins-Williams, Senior Associate, Centre for Trade Policy and Law, Former Director-General Multilateral Trade Negotiations, and Lead Canadian Negotiator, Non-Agricultural Market Access (NAMA), Department of Foreign Affairs and International Trade

Pam Cooper, former Counsellor (Agriculture), Permanent Delegation of Canada to the WTO, Geneva

John M. Curtis, Adjunct Professor, School of Policy Studies, Queen's University; Founding Chief Economist, Department of Foreign Affairs and International Trade

David Elder, Adjunct Professor, School of Policy Studies, Queen's University; Former Assistant Secretary to the Cabinet, Machinery of Government, Privy Council Office

Kirsten Hillman, Associate Assistant Deputy Minister, Trade Policy and Negotiations, Department of Foreign Affairs, Trade and Development

Gary Horlick, Attorney-at-Law, Washington, D.C.; former International Trade Counsel, U.S. Senate Finance Committee; former Head of Import Administration, U.S. Department of Commerce; member or chair of numerous trade dispute settlement panels.

Beverly Lapham, Professor, Department of Economics, Queen's University

Velma McColl, Principal, Earncliffe Strategy Group; Former Senior Policy and Communications Advisor to Federal Ministries of Environment, Industry, Health and Fisheries & Oceans

Craig McFadyen, Assistant Deputy Minister, Economics and Justice, Intergovernmental Affairs unit, Cabinet Office, Ontario

Don Stephenson, Chief Negotiator, Canada-India; former Assistant Deputy Minister, Trade Policy and Negotiations, Department of Foreign Affairs and International Trade

Kathleen Sullivan, Executive Director, Canadian Agri-Food Trade Alliance

Kevin Thompson, Director, Government Procurement, Trade and Environment Division, Department of Foreign Affairs, Trade and Development

Ari Van Assche, Associate Professor, Department of International Business, HEC Montréal

Robert Wolfe, Professor, School of Policy Studies, Queen's University