



HOTEL INFO



285 King St E, Kingston, ON K7L 3B2

2016 Institute on Trade Policy Rate:

139.00 per night Standard Room
*Breakfast incl.

BOOK ONLINE
or by Telephone
613.544.4434



October 16 - 18, 2016

Room 202, Robert Sutherland Hall, Queen's University
138 Union Street, Kingston, ON

REGISTER NOW

BACKGROUND READING

THEME



Andrew (Sandy) Moroz

Former Director, Tariffs and Goods
Market Access Division,
and Co-Lead Negotiator,
Goods Market Access Negotiations
for TransPacific Partnership (TPP),
Global Affairs Canada



Pitman Potter

Professor of Law and
HSBC Chair in Asian Research,
University of British Columbia

Canadian trade strategy: Looking to China?

Trade policy is central to the formulation of government strategies to ensure Canada's future prosperity. The trade policy environment is rapidly changing, however. Future trade strategies must take account of new players as the centre of gravity in global governance and economic activity continues to shift to the countries that ring the Pacific, of technological change that alters what things are traded, and how, and of new business models as production fragments into global value chains and networks. The objective of developing a targeted strategy to promote trade and investment with emerging markets, with particular attention to China, is featured in the mandate letter for the Minister of International Trade. Questions that the Institute will explore this year include: What is the problem in Canada's commercial relations with China? What is the context for this question in trade theory? How does China fit in Canada's broader trade policy objectives, and how would Canada fit in China's trade strategy? What are the commercial policy tools that we would need, and how could they be developed?

Drawing on the experience of former negotiators and academic trade experts, the training objective for the Institute is to help new generation of federal, provincial and territorial trade policy practitioners to acquire the skills and perspectives needed to develop trade negotiation strategies, and to provide networking opportunities with their counterparts in other departments and levels of government. The emphasis will be on trade strategy as a specialized mode of policy analysis, with seminar discussions: small groups focused on how Canada should prepare for the next era of trade negotiations. The Institute is designed for officer who already have considerable experience with the basics of trade policy and negotiations. The breakout sessions will be organized to allow more experienced participants to go deeper among themselves on issues arising from the presentations while enabling participants newer to trade policy to consolidate what they have learned in separate sessions. Background reading material will be available on a special web page for participants in advance.

- **Expected enrolment is 40 people.**
- **The cost of \$1,675 plus HST includes teaching materials and most meals** (dinner on Oct 17 will be the responsibility of the participant).
- **Travel to and from Kingston, as well as two nights' accommodation, will be the responsibility of the participants**

Agenda

Sunday October 16, 2016

3:30- 4:15 PM

Welcome

Introduction to the negotiation context in a G-Zero world

Canada and China are each engaged in many multilateral, regional and bilateral negotiations. What are the lessons from the outcomes achieved by the WTO in Nairobi; from the September 2016 G20 discussions of trade in Hangzhou; and from mega-regional negotiations, including RCEP? What are the options for more plurilateral negotiations? What will be different for Canada in negotiating with China?

Robert Wolfe

4:15 - 4:45 PM	<p>Introduction to the trade and economic context How does trade contribute to growth in the Canadian and world economies? Will world trade grow in future? Do trade agreements make a difference? As China transitions to consumption-led growth, what are the implications for Canada? What impact if any, does the current trade imbalance have on any negotiations with China?</p> <p>John M. Curtis</p>
4:45 - 5:00 PM	Break
5:00 - 5:45 PM	<p>Introduction to the new new trade theory This presentation examines the new policy implications resulting from firm-level trade models that have changed our understanding of the impact of increased trade on productivity at the level of the firm, the industry, and the nation. As Canada considers engaging in a deeper, more formal trade relationship with China, including possibly an FTA, policy-makers should focus on reducing the fixed costs of trade, encouraging firms in their role as importers as well as exporters, and using firm-level data to better identify which Canadian firms within industries will gain and which will lose as our trade with this diverse trading partner grows.</p> <p>Beverly Lapham</p>
5:45 PM	<p>Sessions end Return to hotel</p>
6:45 PM	<p>Reception Old Stones, Four Points by Sheraton Kingston 245 King Street West, 2nd Floor</p>
7:30 PM	<p>Dinner Ballroom, Four Points by Sheraton Kingston 2nd Floor Keynote: Trade, gender and SMEs How does gender affect the participation of SMEs in international trade? How should we incorporate gender in our analysis of trade policy tools and potential markets?</p> <p>Arancha González</p>

Agenda

Monday October 17, 2016

8:30 - 9:15 AM	<p>Trade and trade policy in a global value chains world How do Canadian and Chinese firms participate in global value chains? What are the policy implications? Using practical examples the session will include suggestions on how the new thinking applies to trade negotiations.</p> <p>Ari Van Assche</p>
9:15 - 10:00 AM	<p>Implications of economic change in China Decades of rapid economic growth are threatening to undermine China's traditional growth model. Rising labor costs, tightening regulations and currency appreciation have gradually eroded China's comparative advantage in low-skilled exports. As a consequence, China has spent significant resources trying to rebalance its economy by moving from an export-led growth strategy to a consumption-led growth model and by pushing the companies to upgrade their activities up a global value chain.</p> <p>Loren Brandt</p>
10:00 - 11:00 AM	<p>Break, and first small group seminar What are the implications for Canada of economic change in China?</p>
11:00 - 11:45 AM	<p>What a trade strategy looks like What are the building blocks of a sound trade strategy? What is Canada's trade strategy and where does China fit? What are Canada's broad trade policy objectives in China and how do they link to Canada's domestic policy agenda?</p> <p>Don Stephenson</p>
11:45 AM - 12:30 PM	<p>Policy coordination on Canadian trade policy While Global Affairs Canada retains the lead, issues on the trade agenda now involve many domestic departments and agencies. Policy coordination on the agenda, outcomes and implementation of new disciplines must also include the provinces and territories, as well as large municipalities, especially on behind-the-border issues where their policies will be affected.</p> <p>David C. Elder</p>

12:30 - 2:00 PM	<p>Lunch Keynote: Sarah Kutulakos, Executive Director & COO, Canada China Business Council <i>"What Canadian business wants most from China"</i></p>
2:00 - 2:45 PM	<p>Matching trade policy objectives with trade policy tools What are the commercial policy tools available to Canada? How can they be used in a negotiation with China? At a time when steel over-capacity in the global market is creating familiar problems for trade policy, how can trade remedy issues and concerns be addressed in any Canadian negotiations with China?</p> <p>Terry Collins-Williams</p>
2:45 - 4:00 PM	<p>Break, and second small group seminar Building on the presentations to this point in the course, the participants will be asked to consider issues that have arisen in their work that pose problems that could be addressed by a negotiation with China. What tools would be applicable?</p>
4:00 - 4:45 PM	<p>Trade policy communications and consultation How should trade negotiators think about who to consult at the outset of a negotiation? What is the role of communications in the development of a trade negotiation strategy? How does the communications strategy affect the negotiation process and ultimately the possibility of ratifying the results?</p> <p>Velma McColl</p>
4:45 - 5:15 PM	<p>Panel discussion on what Canada might want to negotiate What issues are suitable for bilateral negotiations with China, and what form would they take?</p> <p>Collins-Williams, Moroz, and Stephenson</p>
5:45 PM	<p>** OPTIONAL **</p> <p>2016 Douglas J. Gibson Lecture The University Club at Queen's 168 Stuart Street, Kingston ON</p> <p>Guest Lecturer: Aranca Gonzalez, Executive Director, International Trade Center, Geneva</p> <p>"Is Globalization Worth Saving?"</p>

Agenda

Tuesday October 18, 2016

8:30- 9:30 AM	<p>ROOs, ratchets and the challenges of weaving trade agreements together What challenges will Canadian firms and trade negotiators face in a world of regional trade agreements with overlapping and potentially inconsistent provisions, such as rules of origin? What will be the role of MFN clauses and ratchets in reconciling TPP, RCEP, TiSA, and a potential agreement with China?</p> <p>Andrew (Sandy) Moroz</p>
9:30 - 10:15 AM	<p>Regulatory cooperation and trade policy Both the global value chain and the new new trade theory approaches stress the importance of regulatory differences for firm strategies. What is needed to move beyond regulatory coherence to regulatory cooperation with China?</p> <p>Robert Carberry</p>
10:15 - 10:30 AM	Break
10:30 - 11:15 AM	<p>Investment dispute settlement and trade agreements The EU has recently exercised a leadership role in proposing reform to traditional ISDS, including in the context of the TTIP negotiations, but also in the EU-Vietnam FTA and CETA. Meanwhile, the US has mainly stayed the course, most recently in the context of TPP. Canada, being a negotiating Party to both CETA and TPP sits in the middle of this battle for preeminence. What is the impact of these developments on future negotiations with China? What does the future hold for a multilateral investment tribunal?</p> <p>Céline Lévesque</p>
11:15 AM - 12:00 PM	Implementing trade agreements with China

Accounting for local norms and institutional capacity is essential to understanding how China implements international legal obligations. What considerations and expectations should Canadians bring to any new negotiation with China?

Pitman Potter

12:00 - 1:30 PM

Lunch

1:30 - 2:30 PM

Trade, the SDGs and China

The Sustainable Development Goals are a universal agenda, one that includes economic, social and environmental dimensions, and they apply to Canada as much as China. Discussion about the implementation of the SDGs could create a framework in which Canada and China can consider issues of mutual concern such as green growth, shared prosperity, climate resilience, and effective and accountable institutions.

Margaret Biggs

2:30 - 3:30 PM

Third small group seminar

Again building on the course presentations, participants will discuss the policy tools used in Canadian trade agreements as well as novel approaches that may be relevant in a negotiation with China.

3:30 - 3:45 PM

Break

3:45 - 5:00 PM

Roundtable: How should the Minister develop a targeted strategy to promote trade and investment with China, and what should it look like?

What issues will likely be on the agenda? Would it be traditional market access, a 21stC trade deal, or a broader agreement on international economic policy? What problems should such an agreement aim to solve? What form should an agreement take?

Moderated by Kirsten Hillman

5:00 PM

Sessions end


PAST INSTITUTES

2015: 7th Annual Queen's Institute on Trade Policy

2014: 6th Annual Queen's Institute on Trade Policy

2013: 5th Annual Institute on Trade Policy

2012: 4th Annual Institute on Trade Policy

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