

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 <ul style="list-style-type: none">- <i>Mr. Tran Huu Huynh – Chairman of the International Trade Advisory Committee (INTAC), WTO and International Trade Center, VCCI</i>- <i>Mr. Pham Hung Tien, Vice Director of FNF Vietnam</i>
08.45 – 09.00	Overview of Vietnam’s integration process and impacts on Vietnamese economy and businesses <ul style="list-style-type: none">- 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 <i>Presenter: Phung Thi Lan Phuong, WTO and International Trade Center (WITC), VCCI</i>
09.00 – 09.30	Role of Trade and FTAs and opportunities for businesses <ul style="list-style-type: none">- 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? <i>Presenter:</i> <ul style="list-style-type: none">• <i>Professor Peter Draper, Executive Director, Institute for International Trade, The University of Adelaide, Australia</i>• <i>Dr Uwe Kaufmann, Trade Economist & Academic Program Director, Institute for International Trade, The University of Adelaide, Australia</i>
09.30 – 10.15	Useful trade tools for businesses to seek for new markets and exploit benefits from FTAs <i>Part 1: Introducing and guiding on online tools to search for <u>trade and investment data</u></i> + ITC Trade Map

	<ul style="list-style-type: none"> + ITC Investment Map + UN Comtrade + World Development Indicator + Other sources <p><i>Presenter: Dr Uwe Kaufmann, Trade Economist & Academic Program Director, Institute for International Trade, The University of Adelaide, Australia</i></p>
10.15 – 10.30	Tea break
10.30 – 11.30	<p>Useful trade tools for businesses to seek for new markets and exploit benefits from FTAs (continued)</p> <p><i>Part 2. Introducing and guiding on online tools to search for <u>tariff and non-tariff measures/barriers</u></i></p> <ul style="list-style-type: none"> + WTO's Tariff Analysis Online + ITC Market Access + ITC MacMap + ITC Standards Map + TRAINS + FTA Portals + Other sources <p><i>Presenter: Dr Uwe Kaufmann, Trade Economist & Academic Program Director, Institute for International Trade, The University of Adelaide, Australia</i></p>
11.30 – 12.00	Q&A
12.00 – 12.30	Lunch (prepared by workshop organizers)
Afternoon Session	
13.30 – 15.00	<p>Participants practice using trade tools through case-studies</p> <ul style="list-style-type: none"> - Participants will be divided into 5 groups - Each group will be given a case-study (a problem) to address by 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
15.00 – 15.15	Tea break
15.15 – 16.45	<p>Solving case-studies by groups</p> <ul style="list-style-type: none"> - Group presentations of findings/working results - Comments by other groups and by the lecturer
16.45 – 17.00	Presenting certificates to participants and Closing remarks