



## **UNIX Trainers & Consultants**

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## **Enhancing Competences on International Trade Law Practice Under WTO**

### **Course Overview:**

International business becomes increasingly under the influence of a growing body of international law. These set the framework for international trade, and competition in trade, to remove unnecessary barriers. The World Trade Organisation (WTO) has been at the forefront of establishing global trading practices, but other multi-lateral and bilateral agreements need to be a focal consideration. This course introduces this legal framework for the non-specialist.

### **Course Objectives:**

At the end of this course, the participants will be able to:

- Cover the aims and intentions of international agreements under The World Trade Organisation
- Know the practical implications for businesses trading internationally
- Review of applicable legislation
- Recognize the current bilateral and multinational agreements
- Understand the WTO legal system
- Review WTO Obligations and Commitments
- Study the WTO's dispute settlement, monitoring and enforcement system
- Have an awareness of the basis of International Law
- Understand the principles of economic trade and development
- Learn key learning points for application in their organization

### **Course Coverage:**

#### **Topic 1: Setting The Scene:**

- Overview and History of The World Trade Organisation
- Organization for Economic Co-operation and Development
- Principles Underlying World Trade Agreements
- Assumptions about Economic Trade and Development
- Economic Principles of Trade
- Areas not covered by WTO
- General Agreement on Tariffs and Trade - GATT

- The Doha Round of Negotiations – progress and stumbling blocks
- Legal remedies and processes

### **Topic 2: Practical Application of WTO Practices:**

- WTO obligations and commitments
- Trade Defense instruments including Anti-dumping legislation
- Tariffs and Barriers
- Non-tariff barriers
- Subsidies
- Innovation
- Intellectual Property
- Research and Development

### **Topic 3: Government Procurement under WTO:**

- Aims and Intentions of Government Procurement Legislation
- European Legislation
- US legislation
- Exclusions and exemptions
- Acceptable government procurement practices
- Development of local businesses and economies
- International Trade Development

### **Topic 4: Incoterms:**

- Purpose and applicability of Incoterms
- New revision Incoterms
- Definition of each term
- Incorporation into terms and conditions
- Pitfalls and practicalities of Incoterms

### **Topic 5: International Ethics:**

- Best Practices in Avoiding Corruption
- The Bribery Act in the EU
- Foreign Corrupt Practices Act (USA)
- Standards in Ethical Behaviour
- Corporate Social Responsibility

### **Targeted Participants:**

- International Trade Professionals
- Legal Professionals
- Contracts Manage
- Contacts Administrators
- Procurement Professionals