



Program Outline

This course is designed to strengthen African countries' negotiations with key stakeholders to ensure that national policies and trade negotiation strategies reflect their interests in on-going trade talks. This will require national trade policies that are inclusive, gender sensitive and well-articulated by their national trade negotiators.

The seven-week course will be taught partly on the campus of the University of Cape Town's Business School and partly on the campus of the University of Stellenbosch.

Course objectives

By the end of the course, participants will be equipped to apply their newly gained skills and knowledge in their workplace and can be expected to:

- Demonstrate understanding of the principles of international trade as applied to Africa;
- Demonstrate understanding of Africa's international and regional trade agreements and negotiations;
- Demonstrate understanding of trade negotiation principles and protocols;
- Demonstrate understanding of structural and regulatory obstacles that inhibit cross-border trade and investment in their own countries and region;
- Understand how international and regional trade agreements influence the development and adaptation of trade policy through domestic legislation;
- Critically examine the operation and application of Africa's international and regional trade agreements in a practical context;
- Critically examine the importance of inclusive trade policies in promoting sustainable growth and alleviating poverty;
- Demonstrate the development of effective written and oral skills in the construction of policy argument and analysis on their country's international and regional trade issues;
- Demonstrate understanding of enabling factors that foster competition, open markets and productivity.

Characteristics of ideal candidates

Candidates selected to participate in the Trade Policy and Negotiations short course will ideally hold a bachelor's degree, possess a working knowledge of the English language, and be able to demonstrate three to five years' experience working in a national or regional institution tasked with contributing to trade policy.

Relevant institutions may include: Ministries of Trade, Foreign Affairs, Agriculture (export policy unit), Tourism, Commerce, or other Ministries concerned with trade policy or implementation; National planning agencies; Customs Authorities; Central banks; Research units in national parliaments; Trade promotion bodies; Private sector representative bodies; Civil society organisations concerned with equal participation in their country's international trade; University departments teaching trade related subjects; and units within regional

integration secretariats concerned with promoting regional or international trade.

Course content – including pre and post engagement requirements

The course offers a compelling opportunity for mid to senior-level professionals employed in policy, practice research or reform roles across Africa to develop the knowledge and practical skills required to develop sound trade policy, leverage the benefits of trade agreements in the region and ultimately gain the capacity and leadership skills required to contribute more effectively to their country's development. The program leverages on deep practical experience and academic knowledge across the domains of international trade, development economics and law, and tailors a diverse learning approach rich in formal and applied teaching, immersive experiences, and networking opportunities.

The course consists of six weeks' face-to-face teaching in Cape Town. Participants must complete some e-learning content at their own pace prior to course commencement.

The course will include applied activities (including relevant site visits), practical skills development, African case studies, regional trade negotiations simulations, policy-making and participatory exercises, video link-ups with specialists at the Institute for International Trade and the University of Adelaide, e-learning, engagement with relevant regional institutions, and contributions to work-place change (including through the Reintegration Action Plan).

Course details on a weekly basis

	MODULE	DESCRIPTION	LOCATION
WEEK 1	Module 1: Introduction to International Trade and Institutions	<ul style="list-style-type: none"> • Course overview and introduction to South Africa • Introduction to International Trade; Gains from Trade • Introduction of Reintegration Action Plan (RAP) • Economic and Trade Priorities for African Countries • Growing protectionism and its implications for Africa's Future Trade 	University of Cape Town, Cape Town South Africa
WEEK 2	Module 1 continued	<ul style="list-style-type: none"> • Understanding economic diplomacy • Understanding international political economy • Trade bargaining theory • Negotiating WTO schedules and rules • Evolution of the international trading system • Architecture of the WTO • African regional integration and political economy 	University of Cape Town, Cape Town South Africa
WEEK 3	Module 2: African Regional Integration and Social Aspects of Trade (Gender & Inclusion)	<ul style="list-style-type: none"> • Rules of Origin • Regional value chains • East African integration • Case studies – transport, containerisation and logistics • The future of African manufacturing and services 	University of Cape Town, Cape Town South Africa
WEEK 4	Module 2 continued Module 3: Trade in Services	<ul style="list-style-type: none"> • Introduction to Trade and Gender issues • Regional Trade facilitation • Trade in services for economic development in Africa • WTO trade facilitation agreement and Africa 	University of Cape Town, Cape Town South Africa
WEEK 5	Module 3: Trade in Services	<ul style="list-style-type: none"> • Services sectors, issues and challenges for African economies • Dispute settlement and Africa: Agriculture, subsidies, tariffs and trade remedies • African business involvement in trade negotiations 	University of Cape Town, Cape Town South Africa

	MODULE	DESCRIPTION	LOCATION
		<ul style="list-style-type: none"> • The legal framework for Foreign Direct Investment • Services disputes under the GATs • African business involvement in trade negotiations 	
WEEK 6	Module 4: Aid for Trade and Negotiations	<ul style="list-style-type: none"> • Aid for Trade • Negotiation Simulation 	University of Cape Town, Cape Town South Africa