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ECONOMIC AND SOCIAL COMMISSION FOR WESTERN ASIA

REPORT

JOINT ESCWA - WORLD BANK CAPACITY-BUILDING WORKSHOP ON AGRICULTURE AND THE NEW TRADE AGENDA: CAPTURING THE BENEFITS FOR THE MIDDLE EAST BEIRUT, 2-5 JULY 2001

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I. INTRODUCTION

1. While petroleum plays perhaps the most prominent role in many countries of the Middle East, agriculture is nonetheless vitally important to the economies of most countries in the region. Agriculture is an important contributor to gross domestic product (GDP) as well as a significant generator of employment in several of the region's countries. The sector is also important in trade terms, both as a source of foreign exchange earnings and as the means of satisfying domestic food demand. More robust and dynamic agricultural growth could significantly boost sustainable economic growth and rural development in the countries of the region. An appropriate option for improving agricultural growth is to expand agricultural exports in countries with appreciable agricultural sectors and comparative advantages. However, high levels of protection in many countries, especially for manufactures and certain food products, along with overvalued exchange rates, contribute to a significant bias against agricultural trade and development.
2. There is no simple solution to the problems facing agricultural and rural development in the Middle East. The countries of the region have similar production patterns and face similar policy and institutional challenges. However, they differ in their resource endowments and their ability to invest in agriculture and meet food import requirements. The issues involved are multifaceted and require a multi-pronged strategy, the elements of which should converge to form an inducement mechanism that would produce the desired results.
3. The Uruguay Round negotiations represent a milestone in the multilateral trading system. For the first time, agriculture has become subject to operationally effective rules and disciplines. Commitments made under the relevant agreements constitute a central component of a broader package of interrelated liberalizing commitments aimed at significantly improving competitiveness and opportunities for trade in agricultural products. All countries, whether members of the World Trade Organization (WTO) or not, are expected to be affected by these Agreements. Although the Uruguay Round negotiations were successful in bringing agriculture under the rules and regulations of the General Agreement on Tariffs and Trade (GATT) for the first time, much remains to be done before developing countries can benefit significantly.
4. The Uruguay Round agreements initiated a process of gradually removing production- and trade-distorting practices and bringing about a more competitive and fairer trading system. Signatories to the agreements assume the obligation of complying with their provisions. In order to fulfil this obligation in a way that allows them to take advantage of new trade opportunities, countries must develop their capacity to assess their national circumstances within the context of the agreements.
5. There are considerable differences in the ability of countries to assess their specific circumstances, meet their WTO commitments in agriculture and benefit from opportunities arising from the new trade regime; many will require technical assistance before they can do so. Because of their specialized expertise, international organizations are well placed to provide that assistance, not only in areas related to the implementation of the WTO agreements but also in preparing developing countries to participate as equal partners in future multilateral trade negotiations.
6. The purpose of the WTO Agreement on Agriculture is to gradually eliminate policies that have created distortions in agricultural production and trade at the international level. These policies generally relate to three areas: (a) market access restrictions; (b) domestic price support; and (c) export subsidies. Changes in the external policy environment, triggered by the implementation of new policies in these three major areas, will influence foreign exchange earnings, the price of food imports, market stability, and the availability of food assistance—and therefore food security—in most countries of the Middle East.
7. In preparation for WTO negotiations, developing countries frequently request assistance. Such assistance generally involves: (a) quantitative economic analysis to evaluate the implications of the new trade agenda in trade and agricultural policy reform; (b) the development of appropriate negotiating positions on market access, domestic support and export competition; (c) the assessment of options in relation to second-generation issues such as State trading, sanitary and phytosanitary measures, standards, and intellectual property rights; (d) the enhancement of human and institutional capacity to implement commitments under

the WTO agreements; and (e) the strengthening of analytical capacity to ensure effective participation in the next round of WTO negotiations.

8. In light of the above ESCWA and the World Bank jointly organized the Capacity Building Workshop on Agriculture and the New Trade Agenda: Capturing the Benefits for the Middle East at the UN-House, Beirut for 2 to 5 July 2001, 35 participants from five ESCWA countries participated in the workshop along with experts from the World Bank, UNCTAD, WTO, AAAID, AOAD and FAO.

II. OBJECTIVES OF THE WORKSHOP

9. The aim of the Capacity-building Workshop was to help officials of the region evaluate their interests and options with regard to the various issues to be addressed during the negotiations, formulate strategies to strengthen their negotiating positions, and identify country-specific action programs and/or projects to enhance their long-term capacity to benefit from international trade. The Workshop also demonstrated the use of analytical tools for analyzing agricultural policy and evaluating specific options and strategies for agricultural trade negotiations.

10. The main questions addressed at the Workshop included the following:

- (a) What are the interests of the region with regard to the multilateral reform process in agriculture?
- (b) How can the countries of the Middle East best use the global trading system to establish an incentive framework that will foster competitiveness in agricultural trade?
- (c) What policy and institutional reforms are needed, at both the domestic and international levels, to enhance agricultural export performance in those countries?
- (d) How will future agricultural liberalization and the new trade agenda affect agricultural markets at the regional and international levels?
- (e) What options and strategies should countries in the Middle East pursue to maximize benefits from the next round of multilateral trade negotiations on agriculture and the new WTO agenda?

III. INAUGURATION

11. The World Bank (WB) representative started the session by stating that the World Bank has many initiatives under the operational sides through the Division of Rural Development, Water Resource Management and Agriculture. Also efforts are under way to support countries of the Middle East and to improve the performance of the agricultural sector. The WB also provides advice and consultancies to government officials under their specialized thematic groups, one of which is rural development. This activity is part of a global program that the WB is implementing for all developing countries in order to prepare officials and practitioners to the upcoming round of the WTO negotiations. Agriculture and agricultural trade will figure predominantly in the next WTO rounds and the program consists of commissioning new quantitative case studies that help officials figure out the numerical analysis and the quantitative impact of potential trade arrangements, policies and negotiation outcomes. The most pioneering work under this program has so far been in the Middle East region that is the most advanced in commissioning the country case studies. The aim of the workshop is looking towards what could be addressed in the upcoming WTO rounds. The workshop also includes a part on tools training, tailored quantitative computer tools that assist officials in their operational work in the formulation of negotiation scenarios and assessment of potential policies. The workshop aims mainly at better supporting advisors of policy makers improve their performance on the job and provide operational assistance to policy makers. The exchange of experiences and the networking among experts between countries and among participants is of particular importance between Maghreb and Machreq.

12. The Director of Sectoral Issues and Policies Division of ESCWA then welcomed the participants and presented a brief background on the previous rounds of trade liberalization and on the Uruguay Round in relation to agriculture.

13. The Executive Secretary in her message elaborated on the importance of the workshop and provided participants with a forum to elaborate as well as focus on central issues and come up with meaningful, concrete and practical recommendations. She also expressed her thanks and appreciations to the World Bank for jointly organizing this Workshop with ESCWA and to all experts representing Member States and organizations.

IV. PRESENTATIONS

A. SESSION 1: WTO AND AGRICULTURE: A REGIONAL OVERVIEW

14. Mr. Mohamed Gabr, Chief of the Agriculture Section, delivered a presentation on "The Impact of WTO on Agricultural Trade in the Middle East". He gave selected views on the impact of the WTO on agriculture in the Middle East with special focus on Arab countries such as awareness about the gains from free trade, the latecomers' dilemma confidence and skepticism, reinforcing the identity through unity and globalization. He used selected relevant agricultural data on the agricultural sectors in the region in order to give a clear picture about the problems facing these sectors and he tackled the issues of agricultural lands, water availability and irrigation, food gap, agricultural interregional trade and the Greater Arab Free Trade Area. He finally discussed the limitations of export promoting strategies, the scope of impacts and highlights for the current negotiations.

15. Mr. Mohammad Osman, First Economic Affairs Officer, Agriculture Section, ESCWA then delivered a presentation on "A Comparative Analysis of Agriculture Policies in Five ESCWA Member Countries". The presentation covered a framework for agriculture policy analysis where the four components of a policy framework were discussed along with the fundamental objectives of policy analysis, the constraints that limit agricultural policy, the three agricultural price policy instruments and the three macro-economic policy categories affecting agriculture. He presented the issues of applying the framework: commodity policy in five selected countries, and of policy design with the art of rationalizing conflicting policy objectives. He then explained the introduction to the Policy Analysis Matrix and the indicators for policy analysis and evaluation. He also discussed the concepts of Nominal Protection Coefficient (NPC), Effective Protection Coefficient (EPC) and Domestic Resource Cost (DRC), and interpreted the results with an attempt to focus the analysis on the impact of public policies on the competitiveness and efficiency of selected crops grown in the five countries in question that is, Egypt, Jordan, Lebanon, the Syrian Arab Republic and the Palestinian Territories. Finally, he suggested adequate recommendations.

B. SESSION 2: THE NEW TRADE AGENDA

16. Ms. Marieme Fall, Economic Affairs Officer, WTO delivered a presentation on the "World Trade Organization Agreement on Agriculture, the Negotiations". It included a preamble to the Agreement on Agriculture. She then tackled trade concerns like food security, environment, special and differential treatment, and non-trade concerns. She discussed article 20 of the agreement on agriculture. She then addressed selected key issues about negotiations on agriculture like market access, domestic support, as well as export competition and special and differential treatment. Finally she covered some remarks on the proposals and commitments.

17. Ms. Miho Shirotori, Economic Affairs Officer, UNCTAD delivered a presentation on "The New Trade Agenda, Incorporating Development Perspective". It covered the issues of incorporating development objectives to the Agreement on Agriculture, the consumers concerns in developed country markets, the market structure and the technology transfers. She discussed negotiating interests like greater flexibility for developing countries and improvement in market access were also tackled. Then she tackled new negotiating issues and commitments on tariffs, special safeguards (SSG), commitments on domestic support, tariff barriers, non-implementation problems, product-quality problems and competition related problems. She finally addressed relevant WTO agreements like Technical Barriers to Trade (TBT) for labeling

requirements and PPMs, Sanitary and Phytosanitary Measures (SPS) for food safety regulations and standards and the Agreement on Trade Related Aspects of Intellectual Property Rights (TRIPS) for GI and technology transfer.

C. SESSION 3: URUGUAY ROUND AND IMPLEMENTATION ISSUES

18. Mr. Nasredin Hag Elamin, Economist, Commodities and Trade Division, FAO presented the FOA perspective in implementing the WTO agreement. He first discussed the major food and agriculture issues in the Middle East and presented the Agreements of direct relevance to agriculture like the Agreement on Agriculture, the Agreement on the Application of Sanitary and Phytosanitary Measures (SPS), the Agreement on Technical Barriers to Trade (TBT), and the Agreement on Trade Related Aspects of Intellectual Property Rights (TRIPS). He then raised and discussed the question of how committed reforms affect world markets of agricultural products. The experiences with implementation, basically were reviewed: high compliance with the agreement, high support to agriculture in the developed countries, little reduction in export subsidies, no clear improvement in border protection and tough terms for newly acceding countries. He then tackled the major issues raised by developing countries and the issues of concern to the Middle East countries, mainly access to developed countries markets, need for continuous flexibility in design and implementation of agricultural policies, safeguarding food imports and national capacity building.

19. Ms. Marieme Fall, Economic Affairs Officer, WTO delivered a second presentation entitled "World Trade Organization Agreement on Agriculture, Implementation Issues" that covered market access including tariff implementation issues and results of tariffication, market access opportunities and tariff quotas, special safeguard mechanism. She then discussed domestic support including the amber box, green box and blue box issues along with the special and differential treatment box issues. Finally she covered the issues of export competition and export subsidy implementation and special and differential treatment including market access, domestic support and export competition.

D. SESSION 4: URUGUAY ROUND AND IMPLEMENTATION ISSUES-SUMMING UP

20. Mr. Mohsen Helal, Regional Advisor on WTO issues in ESCWA, tackled the situation of agriculture vis a vis WTO in the countries of the region. The first group of countries is the Maghreb countries and Egypt, both have capacity to produce and to export mainly to Europe and to the Gulf States. These countries are looking for better market access but they are at the same time net food importing countries therefore they have a double role of concerns in the negotiations. The second group is the GCC countries that have a very modest capacity of agricultural production (with the exception of Oman). Oman and Yemen have concerns in the future negotiations regarding fishing and the subsidies on fishing. The third group of countries are the Machrek countries, all concerned by agriculture and have a good capacity of production and export. There are still some countries that are not members of WTO, have to follow this up due to the opportunity of market access and the negative impacts that will reach them although they are not members of WTO.

E. SESSION 5: COUNTRY CASE STUDIES AND DISCUSSION

21. Mr. Gamal Siam, Professor at the Faculty of Agriculture, Cairo University, Egypt, presented the Egyptian Case Study. The main objectives of the study are to provide qualitative and quantitative analyses for evaluating market access for Egypt, identifying the impact of Egypt tariff on domestic prices, assessing non-tariff barriers to agricultural trade and for policy options and strategies. The main topics covered by the study included a brief overview of the agriculture and food sector in Egypt mainly, general indicators, cropping patterns, food imports, self sufficiency and food aid; agricultural and trade policy; the experience gained from the implementation of the Uruguay Round (reduction of internal support, tariff reductions, reduction in export subsidies, EU anti-dumping practices...); quantitative evaluation of policy options including the CGE model review; the Agricultural Sector Model for Egypt and the partial equilibrium analysis; trade-offs and strategies and finally, policy lessons and recommendations for the next WTO round.

22. Mr. Nabil Chaherli, Policy Economist, Kog University, Istanbul, Turkey presented the Tunisian Case Study. The study includes first an overview of the agriculture and food sector; then an analysis of the agricultural and trade policy in Tunisia. Experiences from the implementation of the Uruguay Round are

presented and they cover market access, domestic support, export subsidies and evolution of applied tariffs since URAA. Quantitative evaluation of policy options, trade-offs and strategies are presented and include welfare analysis of tariff formula reductions, welfare analysis of complete import and export liberalization, cross country comparisons from the multi-market analysis of trade liberalization in Jordan, Morocco and Tunisia, domestic pricing reforms as a prerequisite for further trade liberalization and agricultural and industry linkages in a general equilibrium setting. He also tackled the issues of market access abroad, domestic market access, domestic support, continuation of non-tariff protection measures, export credits, multi-functionality of agriculture and tariff rate quotas.

23. Mr. Nouredin Mona, Professor, Head of Agricultural Economic Department, Aleppo University, the Syrian Arab Republic presented the Syrian Case Study. The study aims at analyzing the modern agricultural policies being implemented following the structural adjustment programs in harmony with WTO/URA rules and regulations; at evaluating the current and future aspects and issues of interest to the Syrian Arab Republics agricultural trade; providing quantitative estimates of agricultural protection and information on trade barriers to draw a negotiating agenda for the Syrian Arab Republic in the light of WTO regulations and to draw policy implications and recommendations. He discussed the issues of land use, agricultural and trade policies in the Syrian Arab Republic, agricultural policy reforms (price policy, marketing policy, exchange rate policy, subsidy policy, investment policy, credit policy and tax policy), agricultural trade in the Syrian Arab Republic, food aid, the Syrian Arab Republics stand with WTO along with measures of protection for major agricultural commodities, impact of domestic policy reforms on agricultural trade and implications and recommendations.

F. SESSION 6: NEGOTIATION PRACTICES

24. Ms. Miho Shirotori, Economic Affairs Officer, UNCTAD delivered a second presentation on "Negotiating Practices: UNCTAD Perspective". She covered the proposals on modalities; the tariff reduction approach and SSG; the issues for examination under SSG for food security like criteria for key staples and basic foodstuffs, cut-off bound rate below which a SSG may apply, "Trigger" mechanism, methods to calculate additional duties and possible application of quantitative control. She also tackled domestic support commitments and measures available to developing countries like the "de minimis" limit, the development program measures and the green box measures. She suggested possible modalities and issues for examination, and discussed the issues of tariff reduction approaches and products of interest to developing countries.

G. SESSION 7: NEGOTIATION PRACTICES

25. Mr. Petros Akilo, Division Chief of the Rural Development Department in the Operational Framework of the World Bank for the MENA Region delivered a presentation on "Rural Development Strategy: Reaching the Rural Poor". The presentation covered issues such as the relevance and the importance of rural development, the challenges of persistent poverty, and overview of the current conditions in MENA region, the objectives and strategies of the logical framework, and enhancing rural non-agricultural and private sector economic activities. He tackled facilitating agricultural growth and competitiveness and improving natural resource and environmental management along with regional cross-cutting themes like water, natural resource management, gender, environment, dryland agriculture and information technology. Finally he presented the issues of challenges in implementing the action plans and collaboration with international partners.

H. SESSION 8: ANALYTICAL TOOLS

26. Mr. Mohammad Osman, First Economic Affairs Officer, Agriculture Section, ESCWA delivered a presentation on "The Policy Analysis Matrix (PAM) a Computer Based Model". The presentation included a review of the direct pricing policy instruments: trade policy, exchange rate policy, market system policies and production input policies. Also covered was the calculation of the Equilibrium Exchange Rate (EER), the Import Parity Price (IPP) and the Export Parity Price (EPP), as well as tables about the social valuation of imported/exported tradable outputs and inputs. He introduced the Policy Analysis Matrix (PAM) concept along with the ratio indicators for comparison of unlike outputs, and discussed notes on protection coefficients along with notes on comparative advantage.

27. Mr. Frank Van Tongeren, Head, International Trade & Development, Agricultural Economics Research Institute, The Hague, The Netherlands delivered a presentation on "An Introduction to Computational Policy Modeling". He discussed the spreadsheet-based partial equilibrium models. An overview of partial equilibrium models including model uses like detailed tariff-line assessments, trade litigation, tax incidence and privatization were presented. The advantages and disadvantages of the models were presented and included: minimal data, limited information effects, rational organization of data and transparency. He explained the geometry of partial equilibrium models and presented the case of output tax, large country import tariff, import quota and secondary effects of tariffs. He also discussed the implementation of a single-market model including solver options in Excel. The Armington models (imperfect substitutes) including the two-way trade, the Armington assumption and the implementation of the Armington model were also covered in the presentation. Finally, he explained modeling market power and quotas in partial equilibrium.

V. WORKSHOP CLOSURE AND EVALUATION

28. The chairperson opened the session by asking the participants for feedback on the workshop and on future points to be dealt with in the Doha meeting. Participants mainly stressed on the following points:

(a) Capacity building is one of the several issues to be taken care of in order to be able to join WTO and all concerned persons in WTO in each country should be brought together in order to have a harmonized Arab proposal for WTO. There is a need to determine what are the most important questions addressed for capacity building;

(b) The topic of the workshop is the issue of the hour, each country should evaluate its position and do its homework. The procedure of the workshop is logical in the sense that it introduced the topic and analytical tools and updated information, case studies also made the participants see the reality of the problem;

(c) PAM is very useful and incited questions, it cleared a lot of issues and broadened the scope of view of each participant to the WTO especially with the forthcoming Doha round in November. In the workshop 2 to 3 persons should have been assigned to follow-up on problems and issues and give a feedback on what each country should focus on as a plan of action;

(d) PAM and the quantitative analysis needed more time to be explained especially that participants are not from a homogeneous background. Definitions should have been put along with a need to harmonize and define problems in Arab countries in applying SPS. ESCWA should see what are the countries that were affected negatively by WTO by studying them case by case and inform them of the problem and of their rights. ESCWA also should help these countries find a solution through technical assistance or get them a compensation;

(e) The positive side of the workshop is that countries that are not yet members in WTO like Lebanon and the Syrian Arab Republic learned a lot from other countries experience. The negative side is that as not all Arab countries are members of WTO, a common goal is difficult to be achieved especially that there is not enough time till Doha round;

(f) Interests of members of WTO are different from those who have not joined WTO yet. International Organizations should work on decreasing costs for new comers and for small countries in order for them to be able to do their job without tariff constrains. This could be a sort of indemnity for the negative impact, they need compensation to fulfill their role;

(g) There is a need to evaluate economically all Arab countries that are already members in WTO, the Palestinian problems should be taken care of during Doha round and support and technical assistance should be provided for the ministries concerned in order to reach the level of the members and to join WTO;

(h) Countries should not rush to become members of WTO before knowing the impact on their economy. The agriculture issue is not set yet and there is a need to know which country will plant what and what are the respective policies and try to homogenize what should be imported and what are the non-efficient crops. A study should be conducted to answer all these questions and assess agriculture in each country and the impact of WTO on agriculture since acceding to WTO there was a negative impact on several sectors but the impact on agriculture was not studied;

(i) There is a need to keep in touch and create networks, in the Syrian Arab Republic for example there are no experts in WTO, quantitative methods and international trade therefore, there is a need to train trainers. Continuity is needed for participants, teams should be formed and therefore the same persons should work on the same subject. ESCWA is requested to invite the same people so that the follow up is guaranteed;

(j) How would Lebanon benefit from entering WTO? There is a major concern since with the Arab grouping experience, Lebanon didn't benefit so there is a hesitation of joining WTO. A task force is needed to clarify things such as constraints, solutions, benefits etc.;

(k) There is a need to get rid of the Arab agriculture calendar and reduce the constraints related to it especially in Egypt. Recommendations are for Arab countries to reduce constraints among themselves before going to Doha negotiations and adhering to WTO;


(l) There is a lack of negotiation skills in SPS in Jordan and there is a request for technical assistance, in order to raise the Jordanian skills in SPS;

(m) There is a need for the development of trade between countries and facilitating the introduction of the Great Free Arab Trade Area GAFTA;

(n) The priority is to get in-house order before adhering to any organization. It is up to the countries to assess what is beneficial and what is not for them and speak up during the negotiation and not later. They should then ask for compensation and technical assistance. Regional Organizations can only assist in assessing the impact of WTO but countries need to provide data.

VI. RESULTS OF EVALUATION

29. At the end of the Workshop, a participant feedback questionnaire was distributed to the participants and 31 filled questionnaires were collected. The questionnaires contained 11 questions related to the different aspects of the Workshop, answers were graded on a scale of 1 to 5 where 1 is the minimum and 5 is the maximum, a "no opinion" option was also included. The results in percentage are summarized in the table below:

| Question | Grades' distribution (%) | | | | | |
|-------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------|------|------|------|------|------------|
| | Min  Max | | | | | No opinion |
| | 1 | 2 | 3 | 4 | 5 | |
| This Workshop achieved its objectives | 0 | 6.7 | 20 | 60 | 13.3 | 0 |
| Relevance of this Workshop to your current work or functions | 0 | 0 | 19.4 | 51.6 | 29 | 0 |
| Extent to which you have acquired information that is new to you | 9.7 | 3.2 | 35.4 | 29 | 22.6 | 0 |
| Usefulness for you of the information that you have acquired | 0 | 10 | 16.7 | 43.3 | 30 | 0 |
| Focus of this Workshop on what you specifically needed to learn | 6.7 | 6.7 | 43.3 | 33.3 | 10 | 0 |
| Extent to which the content of this Workshop matched the announced objectives | 6.5 | 6.5 | 29 | 29 | 29 | 0 |
| Overall usefulness of this Workshop | 0 | 3.3 | 20 | 53.3 | 23.3 | 0 |
| Usefulness of the presented country case studies | 3.3 | 0 | 33.3 | 36.7 | 23.3 | 3.3 |
| Usefulness of the presented "tools" for trade policy analysis | 3.3 | 13.3 | 16.7 | 36.7 | 23.3 | 6.7 |
| Extent to which discussions among participants were helpful | 3.3 | 0 | 16.7 | 53.3 | 26.7 | 0 |
| Overall organization of the Workshop | 0 | 3.2 | 6.5 | 42 | 48.3 | 0 |

30. Participants were also requested to indicate a list comments and issues they believe might be addressed in subsequent workshops and that relate to the same topic, their answers were as follows:

- (a) Applied methods of trade policy analysis;
- (b) More specialty in agricultural trade and the relationship between it and the WTO and other agreements;
- (c) Assessment of the impact of WTO accession on the agricultural sector in developing countries;
- (d) Statistics and economic indicators selection formulation and methodology to assess country stand and proposal writing to WTO;
- (e) Understanding WTO matters related to legal aspects (dispute settlement), internal member dynamics (voting systems), members/observers interaction;
- (f) Improving on methodologies and practice of negotiations in WTO (specifically for observer countries);
- (g) Preparation for negotiations in agriculture under WTO for currently acceding countries (hands-on) practical simulation exercises;
- (h) Clear-cut examples on the impact of the major new trade agenda elements on various economic indicators in each country of the MENA region;
- (i) Experiences gained by different MENA countries in the area of overcoming constraints facing trade expansion;
- (j) What kind of tools for the region or for the Arab countries to be tackled to achieve their objectives and matters of interest at a decision makers' level;
- (k) Use of trade policy analysis tools, quantitative methods and application; other policy tools and computer models;
- (l) A longer period needed to present tools (including CGE, multi-market analysis and partial equilibrium);
- (m) The effects of globalization;
- (n) Economic grouping;
- (o) Regionalism;
- (p) Implications and impact and methodological assessment of other non-economic (social, environmental) considerations;
- (q) All subjects related to micro and macroeconomics;
- (r) European Union-Lebanese negotiations in relation to the Euro-Med agreement;
- (s) Decision alternatives;
- (t) Comparative advantages;
- (u) Negotiation teams and their needed training;
- (v) Team capacity building, country specific;
- (w) A wider coverage for country case studies;
- (x) Suggestion for distributed material to be on CD rather than on hard copy;
- (y) The reading material should be distributed before hand to encourage more effective participation;
- (z) Elaboration of recommendations/proposals for the region.

Annex I

ORGANIZATION OF WORK

Monday, 2 July 2001

- 08:00 - 09:00 a.m. Registration.
- 09:00 - 09:30 a.m. Inauguration.
- 09:30 - 10:00 a.m. Coffee break.
- 10:00 - 11:00 a.m. **Session 1: WTO and Agriculture: A Regional Overview**
Impact of WTO on Agriculture
M. Gabr, ESCWA
A Comparative Analysis of Agriculture Policies in five ESCWA countries
M. E. Osman, ESCWA
- 11:00 - 11:15 a.m. Coffee break.
- 11:15 a.m. - 2:15 p.m. **Session 2: The New Trade Agenda**
WTO Perspectives
M. Fall, WTO
UNCTAD Perspectives
M. Shirotori, UNCTAD
FAO perspective
N. Elamin, FAO
- 2:15 - 3:00 p.m. Lunch at the invitation of ESCWA.
- 3:00 - 4:30 p.m. **Session 3: Uruguay Round and Implementation Issues**
Roundtable discussion
M. Helal, (Moderator)
M. Fall, WTO
N. Elamin, FAO
M. Shirotori, UNCTAD
- 4:30 - 5:00 p.m. **Session 4: Uruguay Round and Implementation Issues-Summing Up**
M. Helal, ESCWA
N. Elamin, FAO
M. Shirotori, UNCTAD
M. Fall, WTO

Tuesday, 3 July 2001

- 09:00 - 11:30 a.m. **Session 5: Country Case Studies and Discussion**
Introduction to Case Studies
M. E. Osman, ESCWA
G. Siam, Egypt
N. Chaherli, Tunisia
- 11:30 a.m. - Noon Coffee break.

Tuesday, 3 July 2001 (continued)

- Noon - 1:10 p.m. **Session 5, continued: Case Studies and Discussion**
M. Mona, Syrian Arab Republic
- 1:10 - 2:00 p.m. Lunch at the invitation of World Bank.
- 2:00 - 3:30 p.m. **Session 6: Negotiation Practices**
Roundtable discussion
M. Helal, (Moderator)
M. Fall, WTO
M. Shirotori, UNCTAD
N. Elamin, FAO
- 3:30 - 4:00 p.m. **Session 7: Negotiation Practice**
Summing Up
A. Farahat, ESCWA
M. Helal, ESCWA
M. Fall, WTO
M. Shirotori, UNCTAD
N. Elamin, FAO

Wednesday, 4 July 2001

- 09:00 - 11:30 a.m. **Session 8: Analytical Tools**
Policy Analysis Matrix (PAM): a computer based model
M. E. Osman, ESCWA
Quantative Trade Tools: An Introduction
Van Tongeren, WB
- 11:30 a.m. - Noon Coffee break.
- Noon - 3:00 p.m. **Session 9: Application of Quantative Trade**
Tools to Case Studies
Van Tongeren, WB

Thursday, 5 July 2001

- 09:00 - 10:00 a.m. **Session 9 (continued): Application of Quantative Trade**
Tools to Case Studies
Van Tongeren, WB
- 10:00 - 10:15 a.m. Coffee break.
- 10:15 a.m. - 12:15 p.m. **Session 10: Impact on Alternative Policy Options**
Van Tongeren, WB
- 12:15 - 12:30 p.m. Coffee break.
- 12:30 - 1:30 p.m. **Session 11: Workshop Evaluation and Closure**
A. Farahat, ESCWA
M. Gabr, ESCWA
J. El-Kibbi, WB
M. E. Osman, ESCWA

Annex II

LIST OF PARTICIPANTS

A. ESCWA MEMBERS

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