

LEAD FACULTY



Robert Z. Lawrence is Albert L. Williams Professor of International Trade and Investment, a Senior Fellow at the Peterson Institute for International Economics, and a Research Associate at the National Bureau of Economic Research. He served as a member of the President's Council of Economic Advisers from 1998 to 2000. Lawrence has also been a Senior Fellow at the Brookings Institution. He taught at Yale University, where he received his PhD in economics. His research focuses on trade policy.



Craig VanGrasstek is a trade consultant and a lecturer in political economy. His firm, Washington Trade Reports, has provided professional services to the trade policy community since 1985. His areas of expertise include the policymaking process, trade negotiations, trade laws and dispute settlement procedures, preferential trade programs, trade in services, and accessions to the World Trade Organization.



Brian S. Mandell is Senior Lecturer in Public Policy and Director of Harvard Kennedy School's Negotiation Project. His current teaching and research address the theory and practice of negotiation, emphasizing third-party facilitation and consensus-building in domestic and international protracted policy disputes. A Pew Faculty Fellow and Senior Research Associate at Harvard Kennedy School's Belfer Center for Science and International Affairs, Mandell holds a PhD from the University of Toronto.



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**THE PRACTICE OF TRADE POLICY:
ECONOMICS, NEGOTIATIONS AND RULES**



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THE PROGRAM

The Practice of Trade Policy: Economics, Negotiations and Rules is designed to enable trade practitioners at all levels to analyze, formulate, negotiate, and implement effective policies and practices in the field of trade. The program will give participants:

- An enhanced understanding of the economic underpinnings of trade policy.
- An advanced skill set in negotiations.
- A deeper knowledge of the institutions and rules of international trade.
- The capacity to integrate theory and practice in all of these areas.

Globalization has made trade policy a more prominent and complex sphere of public policy. Policymakers, analysts, business people, and activists must deal simultaneously with initiatives at the national, bilateral, regional, and multi-lateral levels.

“Coming from a NGO perspective, this course helped me think differently about how the government, private, and nonprofit sectors can and should work together successfully on trade policy issues. The case studies and video conferences were very illuminating in this regard because they conveyed the dynamics of real-world scenarios.”

SAMAR VERMA, SENIOR POLICY ADVISOR, OXFAM GB, PARTICIPANT 2007

Trade policy itself has also become more complex. No longer confined to tariffs and quotas, it is inextricably linked to a nation’s social and environmental policies, as well as the country’s overall development strategy. Current hot-button issues include technological frontiers in intellectual property rights, biotechnology and genetically modified organisms, and the need to make the system more conducive to economic development. This program offers a practical approach to trade policy that emphasizes the core competencies of successful practitioners as well as the latest political and policy developments in the field.

THE CURRICULUM

The curriculum for **The Practice of Trade Policy** is both rigorous and stimulating. It consists of a unique combination of lectures, trade-specific negotiation simulations, videoconferences, and small-group work supplemented by interactive discussions using the case study method pioneered at Harvard. The cases promote exploration and discussion of a wide range of current international trade issues. Representative case study topics from previous sessions include:

- Brazil’s challenge to the United States on cotton subsidies at the World Trade Organization (WTO).
- Disagreement between the European Union and the United States over the use of beef hormones.
- The efforts of a coalition of U.S. firms to get intellectual property protection placed on the agenda of the WTO.
- The efforts of a consortium of non-governmental organizations and developing countries that led the WTO to issue a declaration on access to essential medicines.

Videoconferencing

Harvard Kennedy School’s videoconferencing sessions allow participants to interface directly and in real time with top professionals from world-renowned institutions. Far more than a simulation or exercise, the videoconferences allow participants to gain valuable insight and ask questions of some of the best minds in trade policy today.

Computerized Encyclopedia of Trade Law and Policy

A unique feature of the program’s curriculum is an electronic resource entitled **Computerized Encyclopedia of Trade Law and Policy (CENTRAL)**. CENTRAL is a reference library that contains hundreds of fully cross-linked primary and secondary materials on the law, politics, and economics of trade. This resource acts as a capacity-building tool for both novices and experienced professionals. By centralizing documents needed by negotiators, legislators, lawyers, journalists, analysts, and other trade practitioners, participants receive a virtual—and portable—library. CENTRAL is the only digital resource of its kind and it is available exclusively to program participants.

WHO SHOULD APPLY?

The Practice of Trade Policy is designed for participants at all levels who wish to strengthen their trade policy knowledge and abilities. Participants come from a wide range of professional backgrounds within the public, nonprofit, and private sectors, including representatives from federal agencies, legislatures, state and provincial governments, regional and multilateral organizations, corporations, development banks, labor unions, academic institutions, law firms, and non-governmental organizations.

The program is designed to facilitate close connections with others in the international trade community. Past participants report that the professional and personal relationships formed among classmates often continue for many years after the program has ended. The diverse array of professional, geographic, and cultural perspectives ensure that the learning environment extends far beyond the walls of the classroom.

An extensive background in economics is **not** required for this course.

ADMISSION

The Practice of Trade Policy is a two-week program offered each August at Harvard Kennedy School.

To apply for **The Practice of Trade Policy** or for details on program dates, application deadlines, and tuition, please visit www.hks.harvard.edu/ee/ptp.

Admission to the program is competitive and is based on professional achievement and organizational responsibility. Though there is no formal educational requirement, fluency in written and spoken English is a necessity for participation in the program.

Because of the interactive nature of this program, the number of participants is limited. Early application is encouraged as qualified candidates are admitted on a rolling, space-available basis and the program often fills quickly. Applications received after the deadline will be considered only if space remains in the class.

Financial assistance for training of this kind is often available from foundations, international development agencies, and multilateral assistance organizations.