Monday, 10 October

09:00 – 10:30  Introduction  
*Vlasta Macku, Chief, UNCTAD Virtual Institute*

Trade and development: Main current issues on the trade and trade policy research agenda  
*Patrick Low, Director, Economic Research and Statistics Division, WTO*

The session will briefly review the state of trade negotiations under the Doha Round, consider some of the reasons for the current impasse and what this may imply for the WTO's future work programme. These issues will be linked to a discussion of a possible research agenda around these issues.

11:00 – 11:30  Overview of trade and trade policy research methodologies  
*Marc Bacchetta, Economic Research and Statistics Division, WTO*

This session will give an overview of the main methodologies used for applied trade policy research, and will emphasize the difference between the various methodologies presented in more detail throughout the week. The main criteria that guide the choice of a research methodology (nature of the question, specific assumptions of the methodologies, required data, resource costs, etc.) will be discussed.

11:30 – 12:30  Introduction to trade and trade policy data  
*Marc Bacchetta and Cosimo Beverelli, Economic Research and Statistics Division, WTO*

This session will discuss the analysis of trade flows and the quantification of trade policies. The first part will introduce the main techniques used for trade data analysis. An overview of the simple trade indicators that are at hand and of the databases needed to construct them will be presented. Challenges in collecting and analyzing the data, such as measurement errors or aggregation bias, will be covered. The second part will present the main techniques used for trade policy quantification as well as available data sources. More precisely, it will introduce the tools used to describe, synthesize and quantify trade policies. Both tariffs and non-tariff measures will be covered.

Lunch

14:00 – 15:30  Introduction to trade and trade policy data (cont'd)

16:00 – 17:30  Tools for extraction of trade data: MAcMap  
*Olga Skorobogatova, Market Analysis Section, ITC*

Understanding a country's existing market access conditions and possible tariff changes as a result of trade negotiations is essential for the private and public...
sector alike. Market Access Map (www.macmap.org) provides a comprehensive source of customs tariffs and trade data from 190 countries. Companies can use it to look up tariffs applied by any country to their products and compare their situation with that of their competitors. Trade policy analysts can evaluate the level of protection for various product and country groups and create a variety of reports; and trade negotiators can simulate tariff reductions on applied or bound tariffs using a variety of formulae as well as estimate bindings of unbound tariffs using a mark-up approach. This session will start with the discussion of the types of applied tariffs and calculation of ad-valorem equivalents, differences between applied and bound tariffs, as well as between MFN and preferential tariff rates. The presentation then will focus on demonstrating Market Access Map application from the perspective of exporting companies, analysts and trade negotiators. It will cover the functionalities of the tool, availability of data and data sources.

11:00 – 12:30  
**Hands-on practice on MAcMap**  
Participants will have the opportunity to use the tool and obtain relevant data for their studies.

Lunch

14:00 – 15:30  
**Tools for extraction of trade data: WITS**  
*Samuel Munyaneza, Trade Analysis Branch, UNCTAD*

WITS (World Integrated Trade Solution) is a software which allows the user to access trade and tariff related statistical information as well as tools for tariff reduction simulations and data analysis. WITS is useful to anyone involved in trade and/or tariff related issues from researchers to policy makers. The session will also introduce the System of Market Analysis and Restrictions on Trade (SMART), a partial equilibrium model integrated into WITS.

16:00 – 17:30  
**Hands-on practice on WITS**  
Participants will have the opportunity to use the tool and obtain relevant data for their studies.

### Wednesday, 12 October

09:00 – 10:30  
**Hands-on practice on trade and trade policy data** (cont’d from Monday)  
*Marc Bacchetta and Cosimo Beverelli, WTO*

Lunch

14:00 – 15:30  
**Gravity model I: Theory and application**  
*Roberta Piermartini, Economic Research and Statistics Division, WTO*

This session will present the theoretical foundations of gravity models and discuss alternative specifications of the estimated gravity equations. Selected papers using gravity models will be reviewed (e.g. recent studies on the GATT/WTO) with the aim of drawing lessons on how to interpret gravity models estimations.

16:00 – 17:30  
**Gravity model II: Hands-on practice**  
*Marco Fugazza, Trade Analysis Branch, UNCTAD*

The session is the hands-on computer counterpart of the Wednesday afternoon session. It is dedicated to the definition and implementation of the estimation strategy of the gravity model of trade. Datasets relevant for the empirical assessment of issues related to trade and its determinants are first reviewed. Estimation is then undertaken using the STATA econometric software.

Lunch

14:00 – 15:30  
**Partial equilibrium model**  
*Alessandro Nicita, Trade Analysis Branch, UNCTAD*
This session discusses the effects of trade policy reforms in a partial equilibrium context. It presents some econometric studies and some pre-packaged software. The session also illustrates methods to investigate the distributional effects of trade reforms. During this session the participants will have the opportunity to use analytical tools and perform trade policy simulations.

**Friday, 14 October**

09:00 – 10:30 **General equilibrium model**  
*Yvan Decreux, Market Analysis Section, ITC*  
The session will cover the principles and structure of CGE models and give basic ideas on how they are built and run. Simple trade policy mechanisms will be illustrated, such as allocation effects and terms of trade. Differences between partial and general equilibrium models will be explained, as well as more “advanced” modelling (dynamics, imperfect competition).

11:00 – 12:30 **Wrap-up session**  
*Alessandro Nicita, UNCTAD, Roberta Piermartini, WTO, and Yvan Decreux, ITC*  
This session will conclude the technical training by linking the material and methods presented in the different sessions. It will also allow for questions and discussion with and among participants.

Lunch

14:00 – 15:00 **Workshop evaluation**  
*Vlasta Macku, UNCTAD Virtual Institute*  
Participants will be able to discuss the relevance and usefulness of the workshop for their future work. They will be asked to identify which elements of the workshop they intend to use in future courses, research projects or work for policymakers. A feedback questionnaire will be distributed at the session.

15:30 – 17:30 **Roundtable discussion: Linking research with policy making**  
*H.E. Mr. Faizal A. K. Ismail, Ambassador, Permanent Representative to the WTO, Permanent Mission of South Africa*  
*Mr. Elijah Manyara, Minister Counsellor (Economic Affairs), Permanent Mission of Kenya*  
*Mr. Leulseged Tadese Abebe, Counsellor, Permanent Mission of Ethiopia*  
*Mr. Guillermo Valles, Director, Division on International Trade in Goods and Services, and Commodities, UNCTAD*  
This session will bring together workshop participants (researchers) with policymakers working in the trade field at Permanent Missions and intergovernmental agencies in Geneva. It is intended to help bridge the gap between researchers and policymakers working on trade issues. Questions about the kind of research policymakers need, how evidence and policy advice should be presented and what researchers and policymakers can do to increase the use of local research in policymaking will be addressed, drawing on personal experiences of policymakers present on the panel. The panelists’ interventions will be followed by an interactive discussion with the workshop participants.

17:30 – 19:00 **Closing ceremony and cocktail**  
*Delegates’ Restaurant, 8th floor, Palais des Nations*