



# unitar

United Nations Institute for Training and Research

## Unitar Online Catalogue

### UNITAR Workshop on Shaping Outcomes in Multilateral Trade Forums

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□□□□ : 23 10□ 2025

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|---------------------|-------------------------------------------------------|
| □□ :                | Webinar                                               |
| □□ :                | Web-based                                             |
| □□ :                | 23 10□ 2025                                           |
| □□ :                | 3 Hours                                               |
| □□□□ :<br>Diplomacy | Public Finance and Trade, , Multilateral              |
| □□ :                | <a href="https://unitar.org/">https://unitar.org/</a> |
| □□ :                | US\$198.00                                            |
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Multilateral trade forums such as the WTO and regional trade blocs are arenas where economic rules are negotiated and national interests tested. For diplomats, these platforms present both challenges and opportunities: on the one hand, the complexity of negotiations can sideline smaller actors; on the other, well-prepared diplomats can amplify their countries' voices by building alliances and shaping outcomes. This session provides participants with advanced tools to

navigate these forums. It emphasizes not only the technicalities of trade negotiation but also the political and relational dynamics that underpin success in multilateral diplomacy. By the end of the day, participants will have the confidence to represent their countries proactively in shaping global and regional trade agendas.



Learning Objectives: By the end of the workshop, participants will be able to:

- Understand the key structures, processes, and decision-making mechanisms of multilateral trade forums such as the WTO and regional trade blocs;
- Design policy initiatives and negotiation positions that maximize national influence in global forums.



As part of this module equips participants with the capacity to translate national economic agendas into actionable diplomatic strategies and to shape outcomes in multilateral economic forums. It combines policy analysis and strategic planning with negotiation practice and coalition-building to give participants a comprehensive grounding in the tools of economic diplomacy.

The workshop is designed as an intensive journey that equips participants with advanced knowledge, practical skills, and applied learning experiences in the field of economic diplomacy. The workshop will take place over three hours. To ensure both depth and engagement, the structure balances expert insights, collaborative learning, and immersive practice within a fully virtual format.



The training programme is going to take place online, on the platform Zoom, spanning 3 hours.

The training will be delivered using a Virtual Learning Environment (VLE) to host all course materials, live sessions and recordings. Daily live sessions will be conducted via UNITAR Zoom. Interactive features such as polls, Q&A sessions, and breakout rooms will be utilized to enhance participant interaction. Multimedia

resources will be utilized to enhance understanding, and to ensure active learning, the programme will incorporate a mix of expert lectures and interactive Q&A. This comprehensive approach aims to foster engagement and skill development among participants. Training Material For each component, participants will be provided with a comprehensive set of training material to enable them to participate in a well-informed, effective and prepared manner. The material used throughout the training programme is also intended to serve as useful reference documentation that can be shared with colleagues. The course is designed to be interactive and participatory, including various pedagogical tools to enable the participants to function effectively and efficiently in multilateral conferences. The course will be built on four pedagogical pillars: concept learning (lectures and presentations), role-playing (group exercises), experience sharing (roundtable discussions) and exposure to the various concepts.



- Mid- to senior-level diplomats currently serving in ministries of foreign affairs, embassies, or international organizations;
- Fluent in English;
- With relevant diplomatic or policy experience and demonstrated involvement in economic or multilateral negotiations.