

# Collaboration Between WTI Mentors and Pakistani Master Trainees for PITAD Course Module Development

---

## **1. Introduction**

This concept paper provides the rationale and indicative guidelines for collaboration between the World Trade Institute's (WTI) mentors and Pakistani Master Trainees, aimed at improving the institutional capacity of the Pakistan Institute for Trade and Development (PITAD).

The first section briefly introduces the TRTAll-Pakistan programme, concentrating specifically on Component 1, Trade Policy Capacity Building, and in particular on aspects of this component in which collaboration between the Mentors and masters trainees is to occur.

The second section provides indicative guidelines for collaboration between Mentors and Master Trainees. A series of key activities is provided as well as an indicative time-line for their delivery. It is recommended that Mentors and masters trainees utilise this as a guideline for assessing the progress of their work.

The final section addresses other matters of importance.

## **2. Introducing the broader context of action: TRTAll-Pakistan and the trade policy capacity building component**

### **2.1. TRTAll-Pakistan**

Trade is identified as one of the principal instruments of poverty alleviation, where export-led growth has resulted in increased household incomes and employment opportunities signifying a positive trade poverty-nexus in development process. The overall objective of the European Union TRTA II programme is to contribute to poverty reduction and sustainable economic development. The programme purpose is increased exports and economic integration of Pakistan into the global and regional economy. The TRTA II programme objectives are to be achieved through three programme components dealing with (i) trade policy capacity building; (ii) export development by improving the quality infrastructure and (iii) strengthening the intellectual property rights (IPR) regime.

### **2.2. Component 1, Trade Policy Capacity Building**

Component 1, Trade Policy Capacity Building, implemented by the International Trade Centre, is aimed at the Ministry of Commerce (MoC) and Government of Pakistan in developing a coherent trade policy and attendant regulations for export competitiveness. Specifically, it will aim to reinforce the skills of government officers working in trade related ministries and implementing agencies on issues related to trade policy, commercial diplomacy and regulatory reform. In addition, it will aim to promote comprehensive, regular and well informed public-private dialogue among the government, private sector, civil society and research institutes for trade policy development, monitoring and evaluation. The targeted interventions of Component 1 to achieve these goals constitute the following:

**Result for Component 1: Coherent trade policy and regulatory reform for export competitiveness**

- i. The institutional capacity of the Pakistan Institute for Trade and Development (PITAD) is strengthened.
- ii. PITAD's and other research institutes' expertise on trade policy are strengthened.
- iii. Government officers' capacity in specific areas of trade policy and international trade negotiations are strengthened.
- iv. Research studies contributing to the development of a national export strategy are conducted.
- v. Public-private dialogue for a coherent national export strategy is fostered.

### **2.2.1. The role of the WTI**

So as to assist in achieving objectives i, ii and iii above, ITC has sought the assistance of the WTI, owing to its international reputation for excellence in the field on international trade regulation. Specifically, and as is detailed below, WTI is to build the capacity of PITAD and through PITAD the capacity of government ministries and trade related organizations would be built. A fundamental objective of this approach is sustainability- achieved by building the capacity of Pakistani institutions to perform core functions, rather than, for example, direct international training by foreign experts to Pakistani officials.

To achieve these broad goals, a partnership agreement was signed between PITAD and WTI on 18 April in Bern, Switzerland, which defines the areas of collaboration and intended outcomes.

Of most relevance for this concept note is the WTI's review and enrichment of the current training programmes undertaken by PITAD. Through a mentoring approach, the WTI is to train 14 (two groups of seven, 2011 and 2012) master trainees from PITAD and other participating organizations (Institute of Business Administration (IBA), Lahore University of Management Sciences (LUMS), Trade Development Authority of Pakistan (TDAP) on specific trade policy issues identified in consultation with PITAD. Once these master trainees are trained, their expertise would be utilized in the regular trainings of PITAD namely:

- i. Specialized Training Programme (8-9 months of training)
- ii. Training Course on Commercial Diplomacy for the officers of the Foreign Service of Pakistan (2 weeks)
- iii. Training Programme for Pakistan's Trade Officers Abroad (Designate) (8 weeks), and
- iv. Ad-hoc short-term training courses on relevant and topical trade issues (assistance provided for under objective iii of Component 1).

## **3. Collaboration for curriculum development: The purpose and role of WTI Mentors**

Against this background, the following section focuses specifically on the purpose, or end goals, of collaboration and provides recommended guidelines for WTI Mentors and Pakistani master trainees to develop their respective modules

### **3.1.1. Curriculum development for PITAD's STP programme**

Assistance for curriculum development from the WTI is aimed specifically at upgrading PITAD's Specialised Training Programme (STP), a nine month programme for newly inducted Commerce and Trade Group officers of the Civil Service of Pakistan which aims to equip participants with the knowledge and skills necessary to manage international trade and commercial diplomacy. Based on the regulations of the University of Bern, it is intended that the upgraded STP modules will lead to the establishment of a Joint Certificate in International Trade Law and Commercial Diplomacy. It is important to note that the upgraded (or new) modules must pass the standard of both the WTI and PITAD to contribute as course material for the Joint Certificate programme. Consequently, there is a need for collaboration to be effective and produce a high quality product.

For these purposes, each master trainee has agreed to upgrade an existing PITAD STP module or to develop an entirely new module under the mentorship of an assigned WTI Mentor. The end goal of collaboration is for PITAD to have:

- Tailor-made course content for each developed module
- Master Trainees with sufficient knowledge to be able to teach the course content
- Master Trainees equipped with advanced teaching skills (pedagogical) and innovative ways of teaching to their students

**Module Development and Train the Trainer Program under TRTA-II**

S/N	Proposed Module	Name of Master Trainee	Org.	Mentor	Mail ID Skype ID (Master trainee)	Mail ID Skype ID (Mentors)
01	<b>Trade Policy Analysis</b> <i>(Competitiveness analysis)</i>	Mr. Naved Ahmad	Institute of Business Administration (IBA)	Dr. Robert Rogowski Former Chief Economist, US International Trade Commission	<a href="mailto:hammad@iba.edu.pk">hammad@iba.edu.pk</a> Skype ID: mt.naved Mob: 0321-2027980 Off: 021 111 422 422 (233)	<a href="mailto:robert.rogowsky@gmail.com">robert.rogowsky@gmail.com</a> Skype ID: Robert Rogowski Off: + 703-819-7582 Mob: + 703-632-0005 Home: + 703-759-0886
02	<b>Techniques for International Trade Negotiations</b>	Mr. Omar Hameed	Trade Development Authority of Pakistan (TDAP)	Dr. Robert Rogowski Former Chief Economist, US International Trade Commission	<a href="mailto:omarhameed71@yahoo.com">omarhameed71@yahoo.com</a> Skype ID: mt.omer Mob: 0300-9502983 Off: 051 9204393	<a href="mailto:robert.rogowsky@gmail.com">robert.rogowsky@gmail.com</a> Skype ID: Robert Rogowski Off: + 703-819-7582 Mob: + 703-632-0005 Home: + 703-759-0886
03	<b>Regional Integration</b> <i>(Comparative Legal Framework)</i>	Mr. Shehzad Rana	Trade Development Authority of Pakistan (TDAP)	Dr. Jane Drake Brockman Consultant, Hong Kong (former senior Australian trade official)	<a href="mailto:ranasakhan@yahoo.com">ranasakhan@yahoo.com</a> Skype ID: mt.rana Mob: 0301-4571717 Off: 042-99230597	<a href="mailto:jdb@jdbolutions.asia">jdb@jdbolutions.asia</a> Skype ID: jdb@tesol.com.au Off: +852 2603 5009 Mob: +852 9455 20422
04	<b>Trade in Services -</b> Law and economics and Pakistan's Sectoral Priorities	Mr. Shafiq A. Shahzad	Pakistan Institute of Trade and Development (PITAD)	Prof. Pierre Sauve World Trade Institute, Bern	<a href="mailto:shafiqshahzad@gmail.com">shafiqshahzad@gmail.com</a> Skype ID: mt.shafiq Mob:0300-5240099 Off: 051-9203011	<a href="mailto:Pierre.sauve@wti.org">Pierre.sauve@wti.org</a> Skype ID: pi.sauve Off: +41.31.631.5496 Mob: +41.76.221.2700 Home: +33.1.39.49.99.81
05	<b>Trade policy Analysis</b> <i>(Trade policy Formulation)</i>	Khalid Hanif	Pakistan Institute of Trade and Development (PITAD)	Dr. Jane Drake Brockman Consultant, Hong Kong (former senior Australian trade official)	<a href="mailto:khalidhanif33rd@yahoo.com">khalidhanif33rd@yahoo.com</a> Skype ID: mt.khalid Mob: 0333-4171696 Off: 051-9203698	<a href="mailto:jdb@jdbolutions.asia">jdb@jdbolutions.asia</a> Skype ID: jdb@tesol.com.au Off: +852 26035009 Mob: +852 9455 20422

				official		
06	<b>Regional Integration Impact assessment</b> based on the Sussex University methodology (ex-anti and ex-post evaluation)	Dr. Mushtaq Khan	Lahore University of Management Sciences (LUMS)	Dr. Anirudh Shingal, World Trade Institute, Bern	<a href="mailto:mushtaq@lums.edu.pk">mushtaq@lums.edu.pk</a> Skype ID: mt.mushtaq Off: 042- 35608920 Mob: 0302-8499322	<a href="mailto:Anirudh.shingal@wti.org">Anirudh.shingal@wti.org</a> Skype ID: anirudh.shingal Off: +41.31.631.5592 Mob: +41.78.695.9682
07	<b>Trade in Agriculture</b> (SPS, GMOs, organic food, subsidies, food security, export taxes, etc.)	Mr. Nauman sAslam	Trade Development Authority of Pakistan (TDAP)	Dr. Christian Haerberli Former chief negotiator for agriculture, Govt. of Switzerland	<a href="mailto:pmipk1@yahoo.com">pmipk1@yahoo.com</a> Skype ID: mt.nauman Mob: 0321-4609030 Off: 042- 99230658	<a href="mailto:Christian.haerberli@wti.org">Christian.haerberli@wti.org</a> Skype ID: chrische1006 Off: +41.31.631.3071 Mob: +41.78.808.8338

### 3.1.2. Indicative guidelines to follow for collaboration between master trainees and Mentors

The following steps for collaboration are foreseen:

#### **Learning and module drafting phase**

*Now until face-to-face trainings at the WTI n Bern (4 – 22 July)*

1. Master trainees get familiarised with their course material and send current course material for their particular module to their Mentors. PITAD to assist in the provision of current course material. (within the first week of collaboration)
2. Master trainees send to their respective Mentor the current course material and accompanying examination methodology, along with:
3. **Orientation/background brief:** So as to facilitate the work of WTI Mentors, the master trainees will provide a brief assessment of the strengths and weaknesses of the course material sent, as well as some information on the envisaged purpose of the module upgrade (within the first week of collaboration). It is advised that master trainees collaborate with PITAD to assist with this assessment.
4. Based upon the information provided and further consultations with respective master trainees, the WTI Mentor will provide a short assessment report and initial recommendations as well as

prioritised readings and/or other pedagogical material (within 2 weeks of receiving the assessment by master trainees)

5. Discussions between Mentors and master trainees are to occur regularly via video-conference, Skype email or by phone to guide the development of modules (between May and July). Master trainees are guided in their work by WTI Mentors (technical and methodological expertise is provided). Assistance provided by WTI Mentors will include, *inter alia*, technical guidance, exchange of materials (case studies, bibliographies, lecture notes, examinations, etc.) and any other relevant pedagogical inputs.
6. WTI Mentors will share relevant Master of International Law and Economics (MILE) Programme course module content (where these currently exist) and provide detailed insights on their approach in May 2011.
7. Master Trainees will continue to work on preparing a draft version of their modules in June and July 2011.

#### *Bern training, WTI, July 4 - 22*

8. All Master Trainees will receive training by WTI Mentors during a 16 day training course held at the WTI in Bern. Please note that for “Trade policy Analysis (Trade policy Formulation)” and “Regional Integration (Comparative Legal Framework), module training will occur via video-conference between September and November.
9. During the Bern training, Mentors and Master Trainees sit together to review the status of modules (for some modules this will not be possible as not all will be taught in Bern).
10. Master Trainees will be examined by weekend take home test except for the International trade negotiations module, whereby in-class assessment will occur.

#### **Module finalisation and submission phase**

#### *Post Bern training (August to September)*

11. Master Trainees submit final draft-versions of module development to Mentors.
12. Mentors review final-draft versions of Master Trainee’s module together with accompanying examination material and provide any necessary recommendations for improvement.
13. Master Trainees ensure mentor recommendations for improvement are considered/implemented and submit a final version to WTI Mentors.
14. Mentors review final submitted modules and award grading (It is hoped that at this stage, both Parties having collaborated effectively and thus the submissions are graded to be of a “high standard”). As stated above, only the modules approved by the Mentors (and other WTI personnel), will make up PITAD’s Joint Certificate in International Trade Law and Commercial Diplomacy
15. Finalised modules are presented to PITAD by 30 October.

#### 4. Further matters

It is desired that Mentors and Master Trainees copy Mr. Pierre Sauve, ([pierre.sauve@wti.org](mailto:pierre.sauve@wti.org) ), Deputy Managing Director and Director of Studies, WTI; Mr. Jean Sébastien Roure, Adviser, Business and Trade Policy, ITC ([roure@intracen.org](mailto:roure@intracen.org)), and; Mr. Mohammad Owais, Trade Policy Expert, ITC ([m.owais@unido.org](mailto:m.owais@unido.org) ) in all correspondence between one another of significant importance. Such as, submission of drafts, suggestions of reading material, module reviews, etc.

Should the Mentors or Master Trainees encounter any difficulty, please feel free to contact any of the us:

- Mr. Pierre Sauve, ([pierre.sauve@wti.org](mailto:pierre.sauve@wti.org) ), Deputy Managing Director and Director of Studies WTI;
- Mr. Jean Sébastien Roure, Adviser, Business & Trade Policy, ITC, (Geneva based) ([roure@intracen.org](mailto:roure@intracen.org));
- Mr. Mohammad Owais, Trade Policy Expert, ITC (Islamabad based) ([m.owais@unido.org](mailto:m.owais@unido.org))