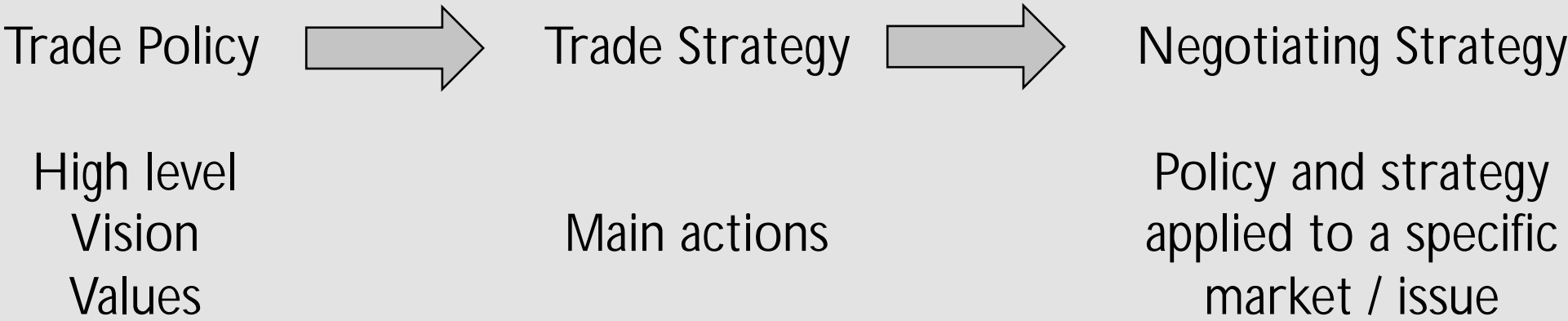
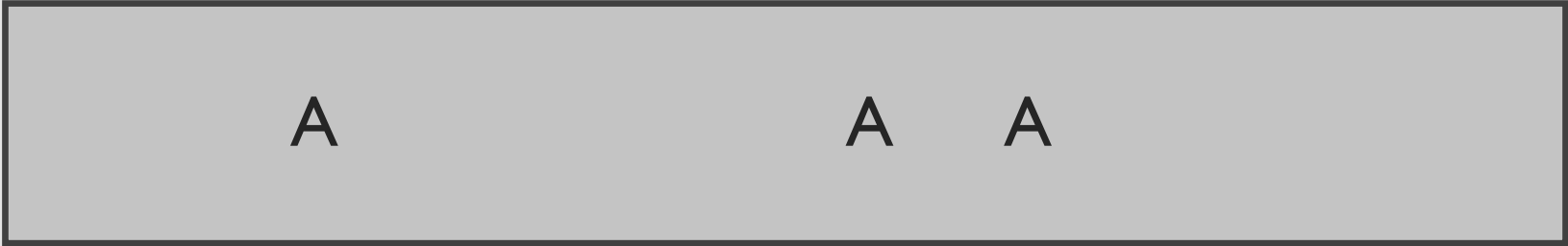


# DEVELOPING A NEGOTIATING STRATEGY

Queen's Institute on Trade Policy  
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October 26, 2022





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(DAVID PLUNKETT)

- The forum: bilateral or plurilateral/multilateral
- Comprehensive or targeted negotiating agenda
- The negotiating partner(s)
- Offensive or defensive stance
- Influence of external factors
- Whether trade is the primary objective







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- Different interests – wide range in economic size
- Different bureaucratic culture: hierarchical, cautious, siloes, capacity constraints
- Different business culture: relationships matter
- Different negotiating cultures
- Comprehensive trade agreements aren't the only tool

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- Limited scope for liberalization in the near term
- Inclusive trade approach can touch on sensitive issues
  - Indigenous Peoples, civil society, role of women
- Wait until they are ready or take a step-by-step approach?

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- Again, how are we talking about ?
- Dealing with non-linear and non-homogeneous groups
- Different positions for different parameters ?
- Enhancing the model
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