



**TRAINING COURSE ON**  
**TRADE DATA ANALYSIS TO FACILITATE THE IMPLEMENTATION OF FTAs**  
**20.01. – 21.01.2022**

**AGENDA**

| <b>DAY 1</b>  |  |   |
|---------------|--|---|
| <b>TIME</b>   | <b>ACTIVITY 20.01.2022</b>   | <b>IN CHARGE</b>                              |
| 08:15 – 08:45 | Arrival of Participants and Registration<br>(under Covid19 regulations)  | ARISE+ Team in Viet Nam / MOF                 |
| 08:45 – 09:00 | Welcome and importance to understand trade statistic in the frame of EVFTA and other FTAs.   | MOF   |
| 09:00 – 09:15 | Introduction to the Training and Presentation of the Expert  | Peter Bernhardt, Team Leader, ARISE+ Viet Nam |
| 09:00 – 10:00 | <b>Training sessions 1.</b><br><b>Tariffs and their economic impact:</b><br>- Introduction to four country trade model (pre and post trade agreement)<br>- Trade creation and trade diversion                                  | Uwe Kaufmann<br>International Expert          |
| 10:00 – 10:15 | Coffee Break   |   |
| 10:15 -11:30  | <b>Training sessions 2.</b><br><b>Tariffs and their economic impact (continued):</b><br>- Impact of tariff reductions on revenue and economic development<br>- Introduction to trade indicators to investigate trade potential | Uwe Kaufmann<br>International Expert          |
| 11:30-11:45   | Questions and Answer   | MOF and Uwe Kaufmann<br>International Expert  |
| 11:45-13:30   | Lunch Break  |   |



| 13:30 – 16:30 | <b>Training sessions 3.</b><br><b>Trade indicators and accessing publicly available data sources:</b><br><ul style="list-style-type: none"> <li>- Ex-ante vs Ex-post analysis for a trade agreement: Intra-regional and extra-regional indicator analyses; Revealed Comparative Advantage; Regional Orientation</li> <li>- ADB Key Indicators, ASEAN Stats Data Portal, EuroStats, IMF, International Trade Center, UN Comtrade, World Bank, World Trade Organization.</li> </ul> | Uwe Kaufmann<br>International Expert          |
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| 16:30-16:45   | Questions and Answer  | MOF and Uwe Kaufmann<br>International Expert  |
| <b>DAY 2</b>  |   |   |
| <b>TIME</b>   | <b>ACTIVITY 21.01.2022</b>  | <b>IN CHARGE</b>                              |
| 08:15 – 08:45 | Arrival of Participants and Registration (under Covid19 regulations)  | ARISE+ Team in Viet Nam / MOF                 |
| 08:45 – 09:00 | Welcome and Introduction to the Program of the Day  | Peter Bernhardt, Team Leader, ARISE+ Viet Nam |
| 09:00 – 10:30 | <b>Training sessions 4.</b><br><b>Applied Trade Statistical Analysis</b><br><ul style="list-style-type: none"> <li>- Introduction to trade statistical simulation activity</li> <li>- Introduction to statistical tools</li> <li>- Selected trade indicator analysis</li> </ul>   | Uwe Kaufmann<br>International Expert          |
| 10:30– 10:45  | Coffee break  |   |
| 10:45 - 12:00 | <b>Training sessions 5.</b><br><b>Applied Trade Statistical Analysis</b>  | Uwe Kaufmann<br>International Expert          |



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|               | <ul style="list-style-type: none"> <li>- Trade statistical simulation activity continued:</li> <li>- Tariff scheduling and implementation of tariff commitments</li> </ul>                                |  |
| 12:00 – 13:30 | Lunch break   |  |
| 14:00 – 16:00 | <b>Training sessions 6.</b><br><b>Trade Statistical Analysis next steps</b> <ul style="list-style-type: none"> <li>- Demand for trade analysis</li> <li>- Gravity model to international trade</li> </ul> | Uwe Kaufmann<br>International Expert           |
| 16:00 – 16:30 | <b>Question and Answer</b>  | MOF and Uwe Kaufmann<br>International Expert   |
| 16:30 – 17:00 | <b>Closing remarks</b>  | Peter Bernhardt, Te Leader,<br>ARISE+ Viet Nam |