

# Agricultural Trade and Policy Training and Exchange programme for Professionals

## MODULES OVERVIEW

(except for TRALAC, please note that dates may be subject to change)

### PART 1: TRALAC

FACILITATOR: TRUDI HARTZENBERG AND GERHARD ERASMUS

DATE: 17-19 MAY 2021

<p>MODULE 1</p> <p><b>FOUNDATIONS OF INTERNATIONAL TRADE LAW AND POLICY</b></p>	<p>The first module will lay the foundation for the overall training course. This module will cover the foundations of international trade law and policy; specific attention will be given to matters pertaining to trade in agriculture. It is important that all participants are provided with the same foundation.</p>
<p>MODULE 2</p> <p><b>OVERVIEW OF THE SOUTHERN AFRICAN CUSTOMS UNION</b></p>	<p>Namibia is a member of the Southern African Customs Union (SACU). SACU membership has important implications for Namibia's trade policy space, as well as the negotiation and implementation of international trade agreements. We will provide an overview of the content of the 2002 SACU Agreement and of SACU's functioning.</p>
<p>MODULE 3</p> <p><b>LOOKING AT THE AFCFTA AS A CASE STUDY</b></p>	<p>The African Continental Free Trade Area (AfCFTA) Agreement recently entered into force and Namibia is a party thereto. What do the various AfCFTA Protocols provide for, what must individual State Parties do, and what does this Agreement say about trade in agricultural products and about continental trade governance? What can be expected to change and how? These will be some of the more salient issues to be discussed in this module.</p>
<p>MODULE 4</p> <p><b>TRADE IN AGRICULTURE</b></p>	<p>This module will provide an overview of the key aspects of trade in agriculture governance. Tariffs, rules of origin, standards (specifically, sanitary and phyto-sanitary [SPS] standards) will be discussed. (Namibia's own agricultural trade profile is dealt with in a subsequent module.)</p>

**PART 2: GROWTH DIAGNOSTICS, AN ASSOCIATED ENTITY OF THE NORTH-WEST UNIVERSITY BUSINESS SCHOOL**

FACILIATOR: DR FRANCOIS FOUCHE

EXPECTED DATE: 07-11 JUNE 2021

<p>MODULE 1 <b>INTRODUCTION TO INTERNATIONAL TRADE</b></p>	<p>This course covers a range of relevant of topics to both policy makers and market practitioners. Topics covered will include the primary rationale and driving force behind global trade, revealed comparative advantage, and understanding harmonised system of product trade.</p>
<p>MODULE 2 <b>ADVANCED INTERNATIONAL TRADE ANALYSIS</b></p>	<p>This course covers similar aspects of international trade as the first course but at an increased level of complexity. Most of the content in the International Trade Centre's market analysis tool is free to access. We explore online tools like trade map, market access map, investment map and trade competitiveness map.</p>
<p>MODULE 3 <b>TRADE IN AFRICA</b></p>	<p>The course will introduce trainees to various market selection tools to utilise when analysing African markets. This will be done against the backdrop of the African trade environment and provides an overview of trade agreements, trade barriers (challenges) and trade facilitation measures, including trade finance.</p>
<p>MODULE 4 <b>INTERNATIONAL MARKETING</b></p>	<p>This course explores the development of international marketing programmes from the determination of objectives and methods of organisation through the execution of research, advertising, distribution and production activities.</p>

**PART 3: NORTH-WEST UNIVERSITY BUSINESS SCHOOL**

FACILIATOR: TBD

EXPECTED DATE: 21-25 JUNE 2021

<p>MODULE 1 <b>EMOTIONAL INTELLIGENCE</b></p>	<p>Managers need to understand how personality, emotions and perceptions affect behaviour, human relations and performance. Emotional Intelligence is the key to successfully manage this phenomenon. Additionally, this workshop equips managers to assess and improve their own emotional intelligence.</p>
<p>MODULE 2 <b>CONFLICT MANAGEMENT</b></p>	<p>The course introduces Polarity Management as a tool in managing conflicts. There is a significant competitive advantage in distinguishing between a problem to solve and a polarity to manage and the ability to manage both effectively. Polarity management supports the concept of</p>

Systems Thinking which looks at the bigger picture. The awareness that the solution to conflicts or problems lies not in a simple either/or answer. What is important, is that we recognise the phenomena of interdependent opposites in managing conflicts in a transformational way.

**MODULE 3**  
**STRESS MANAGEMENT**

Employees frequently experience enough stress to hurt their job performance and increase their risk of mental and physical health problems. It is essential that managers and employees understand the dynamics of stress and how to manage it. It is also necessary to understand the cause and implications of burnout. The power of being fully engaged on physical, emotional, mental and spiritual levels gives the balance needed.

**PART 4: UNIVERSITY OF  
STELLENBOSCH**

FACILITATOR: DR ANDRE JOOSTE  
EXPECTED DATE: 05-09 JULY 2021

**MODULE 1**  
**ADVANCED INTERNATIONAL TRADE  
ANALYSIS**

tbd

**PART 5: UNIVERSITY OF BONN**

FACILITATOR: PROF. THOMAS HECKELEI  
EXPECTED DATE: 19-23 JULY 2021

**MODULE 1**  
**POLICY DEVELOPMENT,  
IMPLEMENTATION, MONITORING &  
EVALUATION**

tbd

**PART 6: UNIVERSITY OF HOHENHEIM**

FACILITATOR: PROF. CHRISTINE WIECK  
EXPECTED DATE: 26-30 JULY 2021

**MODULE 1**  
**INTRODUCTION TO AGRICULTURAL  
POLICIES**

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