

Session 4: Best Practices – The Negotiating Process

Lead Speaker (2nd): Nella Tavita-Levy, MFAT, Samoa (20 minutes)

Samoa is the most recent LDC to have concluded the accession process and became the 155th Member on 10th May 2012.

It is only appropriate then to provide an initial reflection of our experience of the negotiating process. I will refer only to some of the key suggested guidelines for the session.

(i) Working Party Chairperson

The chairmanship of the Working Party on the Accession of Samoa has remained with the delegation of Japan since the establishment of the Working Party in 1998.

Mr. Yoichi Suzuki (Jan 1999 — May 2009)

Ms. Kuni Sato (May 2009 — July 2010)

H.E. Mr. Shinichi Kitajima (July 2010 — Feb 2011)

Mr. Atsuyuki OIKE (Feb 2011 - Oct 2011)

It was important that the chairmanship remained with Japan to ensure continuity of the work that had been undertaken. The Working Party completed its mandate on 28 October 2011, under the chairmanship of Mr. Atsuyuki Oike. His active engagement and management of the work of the members of the Working Party, the Secretariat and the officials from Apia was a key contributing factor to the conclusion of our work.

(ii) Bilateral Negotiating Track:

- a. initial/revised market access offers & Secretariat consolidation of concluded Bilateral Market Access Agreements
 - Initial offers in goods and services were submitted on 30 August 2001
 - All goods negotiatio
 - All services negotiations were completed and signed in October 2011
 - Note: negotiations of goods and services were not done in isolation of each other. Members (US) used one to leverage the other. Important therefore to find compromise which can be achieved if one has a clear understanding of national priorities and interests versus WTO rules.
 - The consolidated schedules were circulated to Members in November 2011

Least Developed Countries (LDCs) Roundtable on WTO Accession

