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Research and Practice of International Trade and Investment

**SCHOOL OF TRADE NEGOTIATIONS
&
WTO CHAIR INSTITUTE-CHINA**

Shanghai University of International Business and
Economics



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Background

There is a pressing need for top-level international trade negotiators in China to participate in global governance currently. In the 35th learning of Political Bureau of the Communist Party of China (“CPC”) Central Committee in September 2016, General Secretary Xi Jinping emphasized:

It is necessary to improve our country’s capacity to participate in global governance, strengthen the ability of rule-making, agenda-setting, propaganda and coordination. For this purpose, we need a large number of professionals who are familiar with China’s realities and policies, have global vision, proficient in foreign languages, international negotiations and international rules.

The National Program for Medium-and-Long-Term Educational Reform and Development (2010-20) also puts forward that “it is rational to cultivate plenty of internationalized professionals who have broad vision, gain a deep insight in international rules and participate in international affairs and competitions.”

It is urgent for China to cultivate talents and support specialists for international economic and trade organizations, international dispute settlements and trade negotiations. Unfortunately, the number of Chinese employees in international organizations is significantly smaller than the volume of our economy and its international influence. The public information shows that there are only around 10 Chinese employees in the WTO. According to the report of the UN, there are 450 Chinese employees in the UN system as of 2018, accounting for only 1 percent of the total. About 200 of approximately 10,000 employees in the World Bank Headquarters and other country branch offices are Chinese. The UN Food and Agriculture Organization hires around 3,200 staffs worldwide, only about 50 of whom are Chinese. Moreover, Chinese staff often engages in entry-level jobs. China still has to spend quite a lot of financial resources hiring European and American lawyers on behalf of itself to resolve disputes when participating in the WTO or other dispute settlement mechanisms, while our country’s lawyers and other legal professionals only play auxiliary roles. In contrast, some developing countries such as India and Mexico already have the capacity to deal with international litigation mainly by their own domestic lawyers. It indicates that in our country there is a scarcity of specialized

talents with professional legal knowledge, well proficient in the UN official languages, and legal literacy in the international dispute settlement mechanism. Today, many countries are developing lots of supporting models and databases in trade negotiations and have thus reserved a large number of top negotiators and supporting experts. However, China should purchase and use other countries' databases and models in the negotiations as lacks of internationally accepted negotiation models and database, thereby leaving China at a disadvantage in trade negotiations.

The cultivation of trade negotiators is also consistent with the regional development needs of the Shanghai Free Trade Zone and “Four Centers” construction. First of all, the Shanghai Free Trade Zone docks high standards of international trade rules to cultivate those people who are familiar with international rules and trade negotiations. During the NPC and CPPCC in 2017, General Secretary Xi Jinping took part in the deliberations of Shanghai delegation. He emphasized that Shanghai should make new efforts to deepen the reform of free trade zones, develop first-mover advantage and take the lead in establishing a system that links up with the rules of international investment and trade system. The Plan for Further Deepening the Reform and Opening-up of China (Shanghai) Pilot Free Trade Zone (hereinafter the plan) has also defined the objectives of the construction of Shanghai Free Trade Zone, which would take the lead in building an international and high standard free trade zone by 2020. High standards need to be confirmed step by step through negotiations, so that the supply of trade negotiators will promote the Shanghai Free Trade Zone to achieve its construction goals. Secondly, according to the plan, the function of the Shanghai Free Trade Zone has been identified as “three zones, one bridgehead.” A lot of talents familiar with trade rules and negotiations are in need, whether it is building comprehensive reform pilot zone, pressure testing zone or the ‘bridgehead’ in serving for the country’s “One Belt and One Road” construction. Thirdly, the cultivation of trade negotiation talents meets the actual needs of “Four Centers” construction in Shanghai, especially the needs of international trade center. The Implementation of on the Management of Undergraduate Specialty Establishment in Shanghai General Colleges and Universities which is conducted by Shanghai Municipal Education Commission clearly states: “To encourage universities to set up majors that can link up

with the construction of international economy, finance, trade, shipping and technological innovation centers with global influence in the demand for high-quality applied talents.” The 13th Five-Year Plan for the opening of Shanghai Education of Shanghai Municipal Education Committee also puts forward a special program to support the innovation of teaching mode in universities and cultivate talents in the field of international organizations and foreign affairs. It not only focuses on developing students’ professional abilities in such fields as international trade, finance and investment, but also further enhances their professional proficiency in foreign languages, the skills in international negotiation and the ability to participate in international litigation in order to better meet the demand of the national and Shanghai strategic layouts for comprehensive and inter-disciplinary international trade talents.

In the field of international economic and trade governance, however, there is currently no specialized school of trade negotiations in our country, which does not extremely match the urgent needs of our country as the second largest economy in the world to participate in the global economic and trade governance. Therefore, the Shanghai University of International Business and Economics (“SUIBE”) intends to rely on WTO Chair Institute-China to inherit excellent discipline traditions in the field of economics in this university, dig deeper and utilize the world’s top academic resources for trade negotiations we have accumulated and integrate disciplinary resources concerning law, economics and foreign linguistics of School of WTO Research and Education (“SWTO”), Law School, International Trade School, and School of International Business and Foreign languages, establishing a “School of Trade Negotiations.”

The School of Trade Negotiations

上海对外经贸大学贸易谈判学院



Vision

The School of Trade Negotiations (hereinafter the school) aims to cultivate students who are familiar with China’s domestic policies and national situations and have a good understanding of international regulation in trade and economics. They are asked to speak fluently

English or other foreign languages with necessary negotiating skills. Specifically, the following five types of talents are mainly cultivated and delivered who can: (1) participate in the negotiations on bilateral and regional agreements; (2) participate in multilateral negotiations in international organizations; (3) support negotiations for all countries in international organizations; (4) deal with international dispute settlement and arbitration; and (5) handle international legal affairs for non-governmental organizations and foreign-related law firms.

Goals

In the medium and long term perspective, based on the support and cooperation of the Ministry of Commerce, Shanghai Municipality and the World Trade Organization, the school will focus on ‘Three Becomes’: (1) becoming the most attractive research institutes and think tanks for trade negotiations; (2) becoming the most potential talents cultivation base for high-end trade negotiations; and (3) becoming the most energetic platform for trade negotiations and communications.

In the near future, the school will mainly cooperate with international economic organizations such as WTO, World Bank, IMF, UNCTAD, OECD, WIPO, AIIB, BRICS, etc. It will explore the three-stage training mode, namely: (1) the integration of Chinese, English and French; (2) the joint cultivation of Chinese and foreign universities and international organizations; (3) the cultivation of innovative undergraduate, postgraduate talents with highly connected undergraduate and postgraduate background.

The school will enable students to be civil servants of international organizations, international first-rate scholars, negotiators and Chinese negotiation officers through the cooperation of Chinese and foreign teachers. Meanwhile, the school will actively strive for the “International Model College Promotion Program” put forward by State Bureau of Foreign Experts Affairs and the Ministry of Education which carry out a comprehensive reform of intelligence; introduce overseas high-level foreign expert teams in a systematic way; and create an international model school and explore the innovation of teaching, scientific research and management system to promote the connotative development of higher education and the “Double First-Class” initiative construction.

To implement to the Sustainable Development Goals of the United Nations by 2030, the school will also strive for the support of central government ministry; undertake the foreign-related aid work of sharing China's experience in trade negotiation; cultivate relevant talents for other developing countries; and jointly explore the path of diversified development.

Teaching

The school will offer both Bachelor's and Master's Programs designed to produce students who wish to embark on a career in international trade and investment regulation and economics. World-class scholars and practitioners have been and will be recruited from the leading universities, international organizations, Chinese government, think tanks and global law firms for teaching and guidance. The Undergraduate Program, *e.g.*, aims at cultivating international and interdisciplinary professionals who possess solid academic foundation in law and economics as well as international trade and investment rules with cross-cultural communication skills and good command of foreign languages. The courses are framed in a "5+3" mode. The "5" refers to five specific required courses, including the International Organization Law, the World Trade Organization Law, International Investment Rules, International Trade and Investment, and Diplomacy. The "3" refers to three elective modules such as Common Law, International Economic and Trade Rules, and Economic Diplomacy.

WTO Chair Institute-China

世界贸易组织讲席(中国)研究院



WTO CHAIRS
PROGRAMME

WTO Chair Institute-China is established to serve as a parallel research platform of the School of Trade Negotiations to fulfill the three-pronged function of the WTO Chairs Programme ("WCP") such as teaching, research and information dissemination. WCP is a global project initiated by the WTO Secretariat. It aims at promoting the education, research and information propagation in the field of international trade and trade cooperation by setting up WTO Chairs through the worldwide selection. WCP will cooperate with them, raise fund for the academic

activity of the chair holders, and strengthen the recognition and understanding of the trade system in the academic circle, the public, and policy-making institutions in the developing countries. The WTO Secretariat would regard these institutions as the official partners while providing the technical assistance.

On October 7 and 8, 2008, according to the principle of “one country, one person,” the WTO Secretariat invited Professor Lei Zhang as China’s official representative to participate in the meeting of “Global academic network construction and the initiative of academic support,” which is also the preparatory meeting of WTO Chairs. This meeting aims at collecting experts’ ideas about how to share the WTO Secretariat’s academic resources and experience all over the world, setting up and confirming the WTO’s academic web sites. This project, funded by the WTO Secretariat, intends to select schools to set up WTO Chairs and find academic leaders in the world. In November 2009, after fiercely competing with nearly 70 universities in the globe, SUIBE has become one of the first schools that get the qualification of WTO Chairs in the history of the WTO (including GATT) and Professor Lei Zhang also became one of the first WTO Chair Holders. The former WTO Research & Education School has been officially acknowledged by the WTO Secretariat and Professor Lei Zhang became one of the twelve international academic leaders developed by the WTO Secretariat.

After that, the WTO began to offer Professor Lei Zhang a subsidy which lasts for four years. It contains fifty thousand Swiss francs per year. Meanwhile, the WTO provided assistance for SUIBE in many fields, such as academic resources, human resources, dissemination and sharing of research achievements. Also, twenty-two consultative committees supervised and instructed the implementation of WCP. At the same time, the WTO Secretariat specified the former Director-General Ms. Arancha Gonzalez and other two persons as coordinators of Professor Lei Zhang.

In the first stage of the Chair’s construction, SUIBE has become a member of some international academic organizations, including United Nations Conference on Trade and Development Virtual Institute, ICTSD in Geneva, ARTNET, etc. SUIBE also established a “WTO Reference Centre” with the support of the WTO; took part in the global network of “WTO Reference Centre”; set up a data saving library for Chinese universities’ WTO documents; provided relevant

information and data about WTO; built WTO E-learning Center; and trained librarians for WTO Reference Centre.

The former Director-General of the WTO spoke highly of our WCP work for many times, and the WTO Secretariat thinks that under the leadership of Professor Lei Zhang, the Chair's work is a typical successful case. At the International Seminar, "The 20th Anniversary of the WTO and the Launching Ceremony of the Keynote Report" which was co-organized by the WTO and SUIBE, the Deputy Director-General of the WTO Xiaozhun Yi specially affirmed that as the Chair Institute and Chair Holder, SUIBE and Professor Lei Zhang played a positive and important role in helping developing countries to participate in the multilateral trading system. Nowadays, SUIBE has accomplished the first stage of WCP's construction task and has begun the second period which covers four years of construction work after passing the review of the WTO Secretariat.

Under WCP, WTO Chair Institute-China will carry out the international and domestic synchronous joint research (in or out of institute) based on the negotiation topics. The Institute will set up the visiting scholar system in order to invite the top global scholars or negotiators to develop the target research in terms of the relevant special topic. Through the Chinese-foreign cooperative research method, a group of experts and scholars can work independently and share the experience of China's negotiations on international occasions.

The Institute will not only centralize resources to cultivate part of personnel to become the world-class scholars, but also backup the team of China's trade negotiators and negotiation experts, the members of WTO Dispute Settlement Board on the indicative list, even the team of appeal body. Initially, the Institute includes the following research institutions:

1. GVC Shanghai Research Center (proposed);
2. WTO Trade Policy Review Center (existing);
3. World Trade Organization Research Center (existing);
4. Shanghai Center for Global Trade and Economic Governance (existing);
5. International Comparison Center of China Free Trade Zone (preparing);
6. 21 Century Maritime Silk Road Research Center (existing in cooperation with the Shanghai Maritime Court);
7. Trade, Economics and National Security Research Center (preparing);

8. China - WTO Research Center for Dispute Settlement Mechanism (existing).

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