



## Session 2

# CARTIF negotiation structure and modalities

## Framework for Conducting Negotiations

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# Why Modalities Matter

Objective: Establish a clear and effective negotiation framework

- Ensure **structured and predictable process**
- Enable **parallel progress across protocols**
- Balance **efficiency, inclusiveness, and flexibility**
- Provide **operational clarity for all participants**

# Design Principles

## Guiding Approach

- **Flexibility & Pragmatism** → Tailored approach by issue complexity
- **Parallel Progression** → Multiple tracks advancing simultaneously
- **Transparency & Clarity** → Clear documentation and traceability
- **Efficiency** → Right format for each type of issue
- **Good Faith Negotiations** → Focused scope, no unnecessary linkage
- **Readiness to Negotiations** → Duly authorized representatives

# Negotiation Architecture

## Three-Tier Structure

### Chief Negotiators' Meeting (CNM)

#### **Strategic direction and decision-making**

Primarily in-person, with virtual participation where necessary only

### Thematic Working Groups (WGs)

#### **Technical negotiations in parallel**

Virtual meetings (primary), written exchanges and in-person sessions (as needed)

### Secretariat (ADB / CAREC)

#### **Technical, analytical, logistical support**

**Chairing:** *ADB CAREC Secretariat unless otherwise agreed*

**Key Principle:** *Clear hierarchy + distributed execution*

# Role of Working Groups

WGs as Engine of Negotiations

- Conduct **line-by-line text negotiations**
- Identify **convergence and divergence**
- Prepare **consolidated draft provisions**
- Escalate unresolved issues to CNM

**Operating Model:** Parallel, technical, primarily virtual

# Roles & Responsibilities

## Chief Negotiators

- Represent national positions
- Provide instructions to technical teams
- Engage in decision-making at CNM level

## National Focal Points

- Coordinate national inputs
- Ensure timely communication with Secretariat
- Facilitate internal consultations

## Working Group Leads

- Coordinate discussions within WGs
- Ensure progress and reporting

# Hybrid Negotiation Model

Flexible, Issue-Based Approach & Differentiated Treatment of Protocols

**Written procedures**

Low-divergence provisions

**Virtual WG meetings**

Technical discussions

**In-person CN meetings**

Decision-making

**Consensus-Based Process**

Decisions = Absence of formal objection

**Supporting Tool:** *Silence Procedure for intersessional decisions*

# Negotiation Discipline

## Single Negotiation Text

- Official language of negotiations is **English**.
- One **consolidated bracketed draft**
- All changes **tracked and version-controlled**
- Clear identification of **Alternatives & Unresolved issues**

**Decision Rule:** *Nothing agreed until everything agreed*

\*Translations may be provided by the ADB CAREC Secretariat for facilitation purposes only and shall not constitute legally binding versions.

# Transparency & Support

## Operational Backbone

- Secure SharePoint platform
- Confidential document handling
- External communication subject to agreed guidelines

## Technical Assistance

- Demand-driven & Neutral
- Targeted to country needs

# Timeline

## Preparatory Phase (March-May 2026)

- Finalize modalities and structure
- Circulate draft text

## Zero Round (June 2026)

- Launch negotiations
- Activate WGs

## Negotiation Phase

- Iterative rounds (written + virtual + in-person)

# Early Deliverables

## Early Harvest Approach

- Identify areas of convergence
- Deliver interim results where possible

## Example:

- SDR
- Investment Facilitation
- Supply Chains

# Initial WG Structure

## High Priority

- Framework Agreement
- Trade Facilitation
- Digital Trade & E-Commerce
- Dispute Settlement

## Low Priority

- SPS
- TBT
- Trade in Services Cooperation
- Green Economy

## Text Based

- SDR
- Investment Facilitation
- Supply Chains

# Next Steps

Chief Negotiators are invited to:

- Approve **Negotiation Modalities**
- Confirm **institutional structure**
- Endorse **hybrid negotiation approach**
- Agree on **Working Group priorities**
- Review **bracketed text and provide written comments**

**THANK YOU !**