

Training Programme on Science and Technology Diplomacy
02-06 November, Hotel Country Inn, Jaipur

Agenda

Day 1- 02.11.09	
0930-1030	<i>Session 1 Inaugural and Participants' Expectations</i>
1030-1100	<i>Tea/Coffee</i>
1100-1230	<i>Session 2: Diplomatic Environment</i> Meaning of diplomacy in general; understanding of international diplomatic environment in the globalised era; relationships between integrated issues; evolving government approach; optimal management of human resource networking skills; motivation and understanding of intercultural management.
1230-1400	<i>Session 3: Basics of Technology Diplomacy</i> Meaning of technology diplomacy; need for technology diplomacy; tools, techniques and scope for good technology diplomacy; advantages and disadvantages of technology diplomacy; various parameters of technology diplomacy etc will be discussed in this session.
1400-1500	<i>Lunch</i>
1500 -1630	<i>Session 4: Historical Perspective and Approaches to Technology Diplomacy</i> Indian journey vis-à-vis technology diplomacy from post-independence period till date; an overview of technology diplomacy at the global level and various issues faced and tackled in relation to technology diplomacy.
1630-1800	<i>Session 5 Diplomacy involved in Technology Agreements and other Instruments</i> Standard technology agreements, basic ingredients/clauses in such agreements, techniques for examining these agreements including technological negotiations in such agreements; understanding other instruments such as letter of intent, memorandum of understanding etc relating to the technology agreements.
Day 2 – 03.11.09	
0930-1100	<i>Session 6: Sectoral Case Study: Steel Sector</i> Humble beginnings were made by India in the modern steel industry in 1870 in Bengal. The possibility of larger production became visible after the establishment of TISCO. However, it was only after independence that the steel industry found a strong foothold when the Bhilai and Bokaro Steel factories were established in collaboration with the erstwhile Soviet Union. This session will deal with various aspects of technology diplomacy that the Steel sector has experienced by the steel sector so far.
1100-1130	<i>Tea/Coffee</i>
1130-1300	<i>Session 7: Technology Sourcing and Assessment</i> Technology sourcing; elements of technology sourcing; capacity building to identify technology sourcing; various sources and modes of assessment involved in technology transfer; partner identification;

	identification of new technologies for meeting internal needs; technology searches; licensing etc; advantages and disadvantages of current and new technology, identification of those features of a new technology with commercially advantageous applications; identification of emerging and/or impacting technologies; an overview of risks and opportunities, strengths and weaknesses of a new technology, plus recommendations for optimising value.
1300-1400	Lunch
1400-1530	Session 8: Technology Acquisition Overview of various modes of technology acquisition such as licensing, purchase of equipment with embedded technology, investment in a joint venture with the purpose of technology development financial and technical issues involved in acquisition of a company (need, quality issues, function, price etc)
1530-1700	Session 9: : Sectoral Case Study A case study of one success and one failure to analyse the various components of technology diplomacy especially in the context of technology transfer agreements and other technical issues such as policy difference in technology acquisitions, and its assessment etc.
Day 3 – 04.11.09	
0930-1100	Session 10: A Practical Approach to Negotiations Practical issues in negotiations and possible improvements in external negotiation process/skills.
1100-1130	Tea/Coffee
1130-1300	Session 11: Negotiations of Technology Transfer Various aspects of negotiations; do's and don'ts of negotiating a technology transfer deal (such as whether the deal is economically viable, the intellectual property right issues, the environment issues etc). A perspective on outward technology transfer, theoretical outlook regarding external technology exploitation as well as its practical analysis. A simulation exercise (tentatively scheduled)
1300-1400	Lunch
1400 - 1530	Session 12: Trade and Technology promotion: Role of Indian Ministries, India's Missions Abroad, and Industry Associations Modes and tools of science and technology diplomacy and the best practices to be adopted etc; roles of ministries, industry associations and missions abroad in facilitating trade and technology.
1530- 1700	Session 13: Sectoral Case Study: Pharmaceutical Sector One of the most influenced sectors in terms of technology agreements; the pharmaceutical industry has seen progress in India and is facing tough competition in the world market. A case study of India will be used to discuss successful technology diplomacy in this sector.
Day 4 – 05.11.09	
0930-1100	Session 14: Simulation Exercise Case Study A fictional case will be provided to the participants who will then use the lessons learnt from the previous sessions to design potentially successful technology diplomacy initiative.
1100- 1130	Tea/Coffee

1130 – 1300	Session 15: Analytical Presentation: The participants will be divided into groups and given topics for making analytical presentations.
1300 -1400	Lunch
1400-1700	Session 16 & 17: Excursion tour The participants would be taken to a local organisation/company which will provide them practical exposure to the subject of technology diplomacy.
Day 5 – 06.11.09	
9.30-1100	Session 18 Values and Visions An overview of importance of values such as responsibility, integrity, commitment etc; relationship of ethics and values with diplomacy in general and technology diplomacy in particular.
1100-1300	Session 19 Stress Management Understanding the dynamics of stress, quick and effective management of stress, symptoms of stress, identifying sources of stress, negative and positive effects of stress, steps to tackle stress, strategies to minimise burn-out, transition from <i>distress to de-stress</i> , etc. coping strategies for dealing with increased stress levels.
1300-1400	Lunch
1400-1530	Session 20: Evaluation of the Training Seminar and Closing Remarks