



**PANEL DISCUSSION:**  
**“The Promise and Reality of International Trade  
Negotiations in Services”**  
October 13, 2009  
Ronald Reagan Building and International Trade Center  
Washington, DC

Participants:

*Moderator: Amb. Don Stephenson, Assistant Deputy Trade Minister, Canada*  
*-Hamid Mamdouh, Director of Trade in Services Division, World Trade Organization*  
*-Aaditya Mattoo, Lead Economist, Development Research Group, World Bank*  
*Rapporteur: Israel Hernandez, Former Director General, US and Foreign Commercial Service*

Three primary issues arose from the discussion:

- Services are fundamental to a successful Doha Round.
- Productive services negotiations require engagement of political leaders and regulatory authorities as demonstrated by substantial services liberalization under the WTO accession process.
- For those countries with weak or nonexistent regulatory authorities, institutional strengthening and regulatory cooperation can build public sector confidence in managing robust, open services markets.

Amb. Don Stephenson stated:

- The Doha Round would not be successful if it did not include broad and deep services commitments.
- Certainty and greater clarity in the modalities would contribute to successful services negotiations.

Hamid Momdouh observed:

- Signatories to the GATS are committed to successive rounds of multilateral negotiations that achieve progressively higher levels of liberalization.
- The Uruguay Round was a moderately successful with extended negotiations on financial services and telecommunications. These were a good achievement because developing countries engaged in the resulting agreements on the basis of their own self interest.
- Accession negotiations have delivered new services liberalization and brought greater attention to the value of service markets as drivers of economic growth and development.

Aaditya Matto recommended:

A three-pronged approach can help strengthen services markets on a global basis. WTO members can agree to:

- 1) No new restrictions, especially on cross-border trade and business services, and more open transport
- 2) A commitment to reform investment regimes and greater regulatory cooperation and assistance
- 3) Greater scope for temporary migration with source country obligations