

## LEARNING OUTCOMES

By the end of this course, the participants should be able :

- To gain knowledge and skills related to trade negotiation and agreement;
- To learn how to become an interface between national firms and potential foreign joint-venture partners;
- To comprehend the basic skills of decision-making and negotiation in global economic arena.
- To take part in international trade negotiations effectively.

## COURSE METHODOLOGY

Participants will learn through classroom lectures, discussion, group and individual in-class exercises and simulations, field trips and briefings. The course will be fully conducted in English.

## COURSE CONTENT

- Introduction to Economic Diplomacy
- Scenario Planning and Future Studies
- Economic Diplomacy: The Malaysian Experience
- Bilateral and Multilateral Trade Agreement and Process
- Regional Integration: ASEAN Economic Community (AEC)
- Role and Functions of International Financial and Economic Organizations
- International Economic Negotiations
- Cross-Cultural Negotiations
- International Investment Policy
- Role of the Private sector in Economic Diplomacy
- Economic Report Analysis

## PREREQUISITE / ELIGIBILITY

Interested applicants must fulfill the following criteria:

- Nominated by their respective Ministries of Foreign Affairs;
- Below 38 years of age;
- Two or more years of working experience in international affairs/relations or international trade;
- Have a basic university degree
- Proficient in the English language;
- Medical fit; and
- Able to work independently and in groups

## HOW TO APPLY

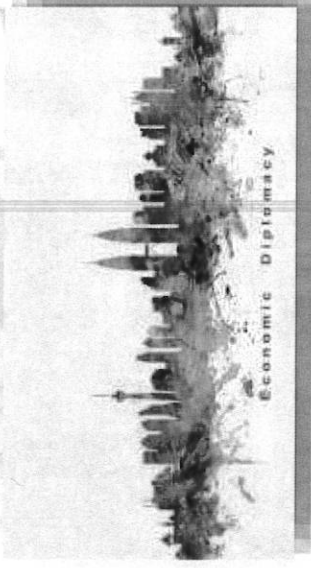
Application form can be downloaded at [https://mtcpcoms.kln.gov.my/mtcpcoms/online/list\\_course](https://mtcpcoms.kln.gov.my/mtcpcoms/online/list_course) and must be endorsed by the nearest Malaysian Embassy/High Commission. Completed applications must be submitted to the nearest Malaysian Embassy/High Commission before 15 May 2019

For enquiries, please contact:

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## MALAYSIAN TECHNICAL COOPERATION PROGRAMME (MTCP)



## ECONOMIC DIPLOMACY COURSE FOR INTERNATIONAL PARTICIPANTS 17—31 July 2019



INSTITUTE OF DIPLOMACY AND FOREIGN RELATION (IDFR)  
MINISTRY OF FOREIGN AFFAIRS  
MALAYSIA

## RULES AND REGULATIONS DURING COURSE

- All participants must arrive in Malaysia no later than the date of commencement of the course, unless expressly given permission by the Institute.
- Absence from any of the scheduled programmes during the course, including study visit, for any reason is strictly prohibited without prior permission from the Institute.
- All participants are expected to maintain a high level of participation during the lectures, and conduct themselves in an agreeable manner amongst their peers. Any show of poor conduct will be treated seriously and an immediate notification will be sent to the participants' mission in Malaysia and to their respective Ministry of Foreign Affairs.
- All participants must observe punctuality at all times. Those who are late or miss the IDFR transport must find their own way to the Institute to attend the lectures, or will otherwise be considered absent.
- Appropriate dress code during the course is working attire.

## COURSE FEE, ACCOMMODATION AND MEALS

All course fees are borne by the Government of Malaysia. Accommodation and food will be provided. Participants are not allowed to change any arrangement done by their training institute.

## FARES

A return air ticket from the capital city of the recipient country to Kuala Lumpur on economy class is provided for participants.

## MEDICAL

Participants should be certified medically and physically fit to participate in this programme. In the case of emergencies and need of medical treatment, medical expenses at a government hospital will be borne by the Government of Malaysia. However, medical expenses at private clinics shall be borne by the participants.

## VISA AND VACCINATION

### VISA WITH REFERENCE

It is mandatory for all the MTCP participants to follow the Visa With Reference (VWR) application procedure. Once the approval is obtained, the training institution should send a copy of VDR approval letter to the participants. Subsequently, with the copy of the approval, the participants may get the VDR from the nearest Embassy of Malaysia. Wherever applicable, participants are advised to arrange for vaccination on their own prior to travel to Malaysia. Expenditures on all visa-related fees, airport tax/airport user's charge, transit insurance, excess luggage, travel tax, transit fees, domestic passenger terminal fees, phone charges, private purchases, etc borne by the participants.

### VACCINATION FOR YELLOW FEVER

Participants from some countries are required to take a mandatory vaccination for yellow fever at least 10 days prior to their departure to Malaysia. Yellow Fever certificate is required to be produced upon landing in Malaysia for countries as listed at the link below: <http://www.imi.gov.my/index.php/en/main-services/visa/visa-requirement-by-country.html>

## TARGET GROUP

This course will be relevant to junior and mid-career diplomats and government officers whose tasks and functions are related to diplomacy and international relations.

## ABOUT MALAYSIA



Malaysia is a Southeast Asian country occupying the Malaysian Peninsula and part of the island of Borneo. It is known for its beaches, rainforests and mix of Malay, Chinese, Indian and European influences. The sprawling capital, Kuala Lumpur, is home to colonial buildings, busy shopping districts such as Bukit Bintang and skyscrapers including the iconic, 451m-tall Petronas Twin Towers.

Nestled in between Thailand to the north and Singapore to the south, Malaysia is a federation which consists of 13 states (11 in West Malaysia, and two in East Malaysia) and three federal territories. As a federation, the governance of the country is divided between the federal and the state governments. Malaysia is a parliamentary democracy with a federal constitutional monarch, in which the DYMM Yang di-Pertuan Agong is head of state and the Prime Minister of Malaysia is the head of government.

Since the early 1980s, Malaysia has steadily diversified its economy. Major changes include a departure from a reliance on the cultivation and export of raw materials, in particular natural rubber, to a focus on services, manufacturing and tourism. Tourism, in particular has had a significant impact and, as a generator of foreign exchange, is second only to the oil industry.

Malaysia is a tropical holiday destination, where temperatures fluctuate between 25 and 35 degrees Celsius throughout the year. Nice breezes can be enjoyed on the many islands surrounding Malaysia, while the 'highlands' offer cooler temperatures that never exceed 25 degrees Celsius.

### Language

Bahasa Melayu, English is widely spoken

### Population

32 million

### Ethnic

68.8% Bumiputera (Malay + Indigenous), 23.2% Chinese, 7.0% Indian & 1.0% Other

### Capital

Kuala Lumpur

### Currency

Ringgit Malaysia (RM) / Malaysian Ringgit (MYR)



Map of Malaysia

## MALAYSIAN TECHNICAL COOPERATION PROGRAMME

The Malaysian Technical Cooperation Program (MTCP) was established in 1980 as Malaysia's commitment to South-South Cooperation through the sharing of Malaysia's development experiences and expertise with other developing countries.

The objectives of the MTCP are:

- To share experience with other developing countries;
- To strengthen bilateral ties with developing countries;
- To encourage and promote South-South Cooperation; and
- To encourage and promote technical cooperation within developing countries.

MTCP is premised on the principle that the development of a country is dependent on the quality of its human capital and resources. MTCP emphasises human resources development mainly through training: short-term courses in public and private Malaysian training institutions, and long-term courses in Malaysian public universities. Other forms of assistance include study visits, practical attachments and provision of services of experts.

Annually, MTCP collaborates with its leading Training Institution to conduct capacity building programmes in various key areas of development. Since its inception in 1980, more than 33,000 participants from the 144 countries have benefited from the various programmes offered under the MTCP.

A new direction for the MTCP was formulated following its placement under the Ministry of Foreign Affairs (also known as Wisma Putra) in 2010. It entails prioritising developing countries of strategic interests, focusing on Malaysia's area of expertise, demand-driven courses/programmes, cultivation of potential participants who would later serve as 'friends of Malaysia', public-private partnership (PPP) and collaboration with new development partners beyond MTCP's traditional partners.

From the ten key broad areas, the MTCP would give more attention to the following several sub-areas namely Oil and Gas Industry, Products and Services including Small Medium Enterprises (SMEs), Palm Oil Industry, Food and Beverages, Halal Economy and Ecosystem, Islamic Finance and Banking, Construction, Health services, Diplomacy and Governance

## INSTITUTE OF DIPLOMACY AND FOREIGN RELATIONS

The Institute of Diplomacy and Foreign Relations, also known as IDFR, was established on 1 July 1991 under the Prime Minister's Department following a Cabinet decision dated 6 March 1991. It was officially launched that same year on 12 August by the then Prime Minister Dato' Seri Dr. Mahatir Mohamad. On 27 March 2001 IDFR officially became part of the Ministry of Foreign Affairs of Malaysia. Located in Kuala Lumpur, IDFR is housed in the former building of the Foreign Ministry. Its new campus was opened in 2006.

As the Ministry's training arm, IDFR conducts training programmes for Malaysian diplomatic officers as well as officers from other government ministries and agencies. Apart from the main diplomatic training courses, IDFR provides mid-career and follow up professional skills training to help enhance the professionalism of serving officers.

The training programmes are practitioner-oriented and are aimed at equipping officers with the skills and knowledge to meet the challenges they face in the conduct of their professional duties. The Institute provides training in two broad areas-diplomacy and foreign relations, as well as foreign languages. In collaboration with the National University of Malaysia (UKM), IDFR offers a thirteen month postgraduate programme for a Master of Social Science in Strategy and Diplomacy.

IDFR also offers training courses to more than 136 countries worldwide, namely to participants from developing countries under the Malaysian Technical Cooperation Programme (MTCP), ASEAN, Colombo Plan and Commonwealth countries.

IDFR trainees have numerous opportunities to participate in seminars, workshops and round table discussions, and benefit from keynote addresses and lectures by distinguished visiting scholars and international leaders. Speakers under IDFR's Public Lecture Series have included Ban Ki Moon, Kofi Annan, Lee Hsien Loong, Sultan Hassanah Bolkiah, the late Nelson Mandela, the late Benazir Bhutto and the late Yasser Arafat

## MTCP: ECONOMIC DIPLOMACY COURSE FOR INTERNATIONAL PARTICIPANTS

Date : 17 - 31 July 2019

Venue : Institute of Diplomacy and Foreign Relations (IDFR)

Ministry of Foreign Affairs, Malaysia

### AIM

The course aims to enhance the participants' knowledge on economic planning and policies, negotiations, investment and trade as well as to expose them to the changing geo-political, economic and strategic global environment. The course also covered an overview of Malaysia's efforts in transforming and improving its economic growth, governance and social development.

### OVERVIEW

Given the complexity due to the globalisation of the world economy today, the role of diplomats therefore has become more significant and diverse; demanding them to have strong negotiating skills and a business sense at the same time; convincing foreign investors; knowing how to balance national economic interest and international trade opportunities; all in the spirit of advancing best national economic interests.