

Annex 3

Interview questions

- Q1. Name, job title and organisation?
- Q2. What is your role in trade policy formulation?
- Q3. What are your government's core objectives in international trade negotiations?
- Q4. How do you think your country's smallness and levels of development affects your ability to achieve these objectives in trade negotiations?
- Q5. When you enter negotiations, what kinds of information and analysis are most critical for you to have?
- Q6. In pursuing your country's trade objectives, what tactics and strategies do you use to try and influence negotiating outcomes?
- Q7. What tactics have your opponents used?
- Q8. Is there any difference in the way that you approach negotiations with states like the EU or US and how you approach negotiations with economies closer to your own in size?
- Q9. In your opinion, to what extent does a small state's influence in trade negotiations depend on whether its ambassador and trade negotiators possess certain personal qualities that make them more effective?
- Q10. How much trade negotiation experience do people in your mission have?
- Q11. In your view, how close is the relationship between capital and mission?
- Q12. How and by whom are the reports you send back to capital/mission sends to you scrutinised?
- Q13. How is trade policy co-ordinated among different ministries and actors in capital?
- Q14. How active are lobby groups and private interest groups in your country on trade negotiation issues?
- Q15. What regional or coalition groupings are most important at the present time for your country's interests in trade negotiations?
- Q16. What are the main benefits and costs which you perceive from negotiating in the context of a regional or coalition grouping?
- Q17. How does your country influence the group's negotiation positions?
- Q18. What are your country's options if the regional group takes a position adverse to your country's interests?
- Q19. What are the three factors that you think are most critical for a small country to succeed in international trade negotiations?
- Q20. Interviewer's thoughts and comments on the interview in general and cross-cutting themes?