

PRINTEZ MATIER

CENTRE D'ÉTUDES PRATIQUES
DE LA NÉGOCIATION INTERNATIONALE

11a, avenue de la Paix - 1202 Genève, Suisse

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Fundação Cuidar o Futuro

CENTRE D'ÉTUDES PRATIQUES DE LA NÉGOCIATION INTERNATIONALE
CENTRE FOR APPLIED STUDIES IN INTERNATIONAL NEGOTIATIONS

JFF/sp

Genève, le 15 avril 1985

Chère Madame,

Pour la septième fois notre Centre organise, du 30 octobre au 8 novembre 1985 à Genève, un programme de formation consacré à certains problèmes posés par la gestion de l'interdépendance entre pays du sud et pays industrialisés. Le thème en est :

"The Conditions for the Absorption of Advanced Technologies
in Developing and Developed Countries"

Ce séminaire portera à nouveau sur l'impact des technologies avancées sur les sociétés en développement et industrialisées ainsi que sur les relations entre ces sociétés.

Ce séminaire s'adresse à des cadres supérieurs exerçant des responsabilités dans les secteurs publics et privés des pays en développement et des pays industrialisés. Il a pour objectif de leur permettre de faire le point, d'une façon pratique et dans la perspective des fonctions qu'ils exercent, sur certains aspects des relations entre ces pays. Il devrait aussi leur permettre de clarifier les problèmes immédiats auxquels ils sont confrontés et de se préparer à les résoudre.

Nous vous serions très reconnaissants si vous pouviez nous aider à recruter des participants de valeur en signalant ce séminaire à des personnes qui pourraient en bénéficier dans l'exercice de leurs fonctions, ou en nous indiquant le nom de telle ou telle personne qui serait intéressée à participer activement à ces journées d'études.

Le séminaire se déroulera en anglais. Quelques bourses, partielles ou complètes, sont disponibles qui doivent permettre à de bons candidats, qui ne pourraient pas financer leur participation, de prendre part à ces cours. Les candidats qui sollicitent une bourse devront fournir :

./..

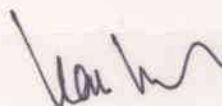
Madame Maria de Lourdes Pintasilgo
Alameda Santo Antonio dos Capuchos 4-5.º
P - 1100 LISBONNE



- 1) un curriculum vitae détaillé
- 2) un certificat médical
- 3) une étude ou rapport portant sur un thème concernant le séminaire.

Aucune candidature avec demande de bourse ne pourra être prise en considération si elle n'est pas accompagnée de tous les documents demandés. Le dernier délai pour l'acceptation des candidatures est fixé au 30 juin 1985.

En vous remerciant de votre coopération, je vous prie de croire, chère Madame, à l'expression de mes sentiments les meilleurs.



Jean F. Freymond
Directeur

Annexe ment.

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THE CONDITIONS FOR THE ABSORPTION OF ADVANCED TECHNOLOGIES IN DEVELOPING AND DEVELOPED COUNTRIES

Geneva, October 30th to November 8th, 1985



APPLICATION FORM

APPLICATION PROCEDURE

APPLICATION DEADLINE: JUNE 30TH, 1985

The application form should be completed and returned to the Centre. Applicants should be sponsored by their ministries, organizations or companies.

Persons wishing to be considered for a fellowship should enclose with their application form:

- a) a detailed curriculum vitae
- b) a medical certificate
- c) any case-study or paper prepared on a subject related to the theme of the seminar.

No application for fellowships will be taken into consideration without all the required documents.

Candidate's full name as it should appear on nameplate (in capital letters)

Mrs.

Miss

Mr.

(circle one)

last (family)

first

Date of birth: _____
(day) (month) (year)

Nationality: _____

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Title or present position: _____

Name of agency, organization or company: _____

Business mailing address: _____

Telephone: _____ Telex: _____ Cable: _____

Summarize your present responsibilities: _____



CURRICULUM VITAE

Attach a copy

EDUCATION

Universities, technical or special schools (do not list schools below university level)

Name of school, place, and country	Type of school	From (year)	To (year)	Degrees and academic distinctions

Professional Experience

Title	Responsibilities and duties	Employer

Languages

	Elementary	Intermediate	Advanced
English			
Other			
Mother tongue			

Reason for your application

Date _____ Signature _____

N.B. Unless otherwise indicated, the return of this form is taken as an undertaking by the candidate that he / she has secured financing of the registration fee and that he / she will be able to attend the seminar on a full time basis.

CENTRE FOR APPLIED STUDIES IN INTERNATIONAL NEGOTIATIONS

11A, AVENUE DE LA PAIX
1202 GENEVA - SWITZERLAND

Telephone: (022) 34 89 50 - Telex: 28 167 (peace ch)
Bank account: UBS Geneva 248.135.00 G



CENTRE FOR APPLIED STUDIES
IN INTERNATIONAL NEGOTIATIONS

SEMINAR SERIES
ON
THE MANAGEMENT
OF INTERDEPENDENCE

**THE CONDITIONS FOR
THE ABSORPTION OF ADVANCED
TECHNOLOGIES IN DEVELOPING
AND DEVELOPED COUNTRIES**

Fundação Cuidar o Futuro



GENEVA - SWITZERLAND
OCTOBER 30th - NOVEMBER 8th, 1985

THE CENTRE FOR APPLIED STUDIES IN INTERNATIONAL NEGOTIATIONS (CASIN)



A new international order is in the making. Will it emerge from the use of violence or from a resolute attempt to find common satisfactory solutions through a continuous process of negotiation?

Diplomats, civil servants, union leaders, businessmen and international lawyers all are now confronted with the same challenge of mastering world problems. They are forced to take into consideration issues of trade, financial and monetary policies, energy, raw materials, population, food, health, environment, transfer of technology, transnational corporations and security. Although all deal with issues within their own frames of reference they, nevertheless, meet more and more frequently around the same negotiating tables as part of a planetary bargaining process.

This evolution requires new attitudes and new techniques: the capacity to anticipate and to identify long term implications; the ability to grasp the meaning of complex and widening contexts; the sensitivity to perceive and understand the points of view of other parties; and the skill to develop innovative policies or strategies and to present approaches for mutual gain.

The aim of the Centre for Applied Studies in International Negotiations, established in 1979 as an independent foundation, is to assist negotiators, or anyone involved, in the management of various facets of international affairs, to develop new attitudes and new techniques. It seeks to sharpen their analytical and interactive skills, to make them more responsive to practical problems of the negotiating process as well as to broaden their understanding of the global environment in which they operate.

The Centre pursues this aim mainly through the organization of professional programmes, symposiums and informal working sessions, which bring together practitioners from the public and private sectors, and research related activities.

THE CONDITIONS FOR THE ABSORPTION OF ADVANCED TECHNOLOGIES IN DEVELOPING AND DEVELOPED COUNTRIES

The advance of technology in information processing, telecommunications and process automation, the impact of new materials and biotechnology constitute major factors of change in today's world. While these new technologies offer a wide range of possibilities to be seized by all countries, they give rise to potential problems. Their introduction will affect the entire pattern of socio-economic development as well as the political and cultural stability of all communities. Much will depend on the capacity of each community to satisfactorily absorb and integrate these new technologies. There is therefore, a need for an in-depth analysis.

What are the promises and problems of the introduction of advanced technologies in developing and industrialized countries? Is it possible to successfully plan and manage its absorption and what criteria are to be applied in choosing, acquiring, adapting and developing them? Account is to be taken of the role of multinational companies, the effect on existing patterns of interdependence as well as for the search for an international regulatory regime.

These are some of the questions on which this seminar will focus. It will provide participants with an opportunity to assess the practical problems to be faced when introducing advanced technologies. It should allow them to identify solutions to the introduction of advanced technologies in their respective fields of competence and responsibility.



THE LEARNING APPROACH



The ten-day annual programme is designed for experienced government officials, business executives, trade-union leaders, lawyers and other professionals from the developed and the developing countries. Past participants have come from ministries of finance, foreign affairs, development cooperation, industry, planning and trade. Trade-unions, such as the Nigerian Labour Congress and Kenya's Central Organization of Trade Unions as well as companies, such as Brown Boveri, Ciba-Geigy, Elf Aquitaine, Fiat, IBM, Indeco, Nestlé, Sandoz have also been represented.

The programme is structured to combine the micro and macro-economic, social, cultural and political dimensions of issues and to allow an appraisal of the interdependence of these levels of analysis. A spectrum of teaching techniques is employed with an emphasis on approaches which are both participatory and anticipatory in nature: case studies, role playing and negotiation exercises. These are used to foster analytical and interactive skills as well as decision making and negotiating capacities. Other methods—lectures, panels and group discussions—permit a review of conceptual frameworks and theories. The learning process is enhanced by exchanges of experiences and ideas among participants representing a variety of public or private functions and cultural backgrounds.

The seminar's objective is to allow participants to widen their international perspective, to be sensitized to possible changes, to test their assumptions and to identify ranges of possible practical solutions and action-oriented approaches to problem-solving. Participants will be given the opportunity to develop their techniques to formulate better policies and to improve their capacities to implement projects.

PROGRAMME

Wednesday, October 30th, 1985

11.00 OPENING SESSION

Sir Hermann Bondi, Chairman of the International Federation of Institutes of Advanced Study, (IFIAS), Cambridge, United Kingdom

15.00 FIRST SESSION

Advanced Technologies for Development: Promises and Problems

Mr. Mahdi Elmandjra, Professor, University Mohamed V, Rabat

Thursday, October 31st, 1985

8.30 SECOND SESSION

The Choice and Adaptation of New Technologies

Mr. Ajit S. Bhalla, Chief, Technology and Employment Branch, International Labour Office, Geneva

14.30 Case Study:

Technology and the Selection of a Development Strategy

Mr. Georges Faucher, Professor, Management Development Institute (IMEDE), Lausanne

Friday, November 1st, 1985

8.30 THIRD SESSION

The Acquisition and Absorption of Advanced Technologies in Developing Countries

Mr. Carlos Correa, Under Secretary for Informatics, Secretary of Science and Technology, Buenos Aires

14.30 Case Study:

Telebras Experience in Acquisition, Absorption and Development of Technology

Mr. Antonio Coco, Head of Corporate Planning, Telebras, Sao Paulo

Saturday, November 2nd, 1985

9.00 FOURTH SESSION

Case study

Afternoon free

Sunday, November 3rd, 1985

9.00 Simulation Exercise

A Bilateral Agreement in Transfer of Advanced Technology

Afternoon free

Monday, November 4th, 1985

8.30 FIFTH SESSION

The Management of Advanced Technologies

Mr. Juan Rada, Faculty Member, International Management Institute (IMI), Geneva

14.30 Case study:

Managing Technological Development: a Multinational Company Case

Mr. Ray Austin, Advisor, Unilever PLC, London

Tuesday, November 5th, 1985

8.30 SIXTH SESSION

The Conditions for the Absorption of Advanced Technologies in Industrialized Countries

Mr. Umberto Colombo, President, Ente Nazionale Energia Atomica, (ENEA), Rome

with the participation of

Mr. Jean-Pierre Ghelfi, Economist, Neuchâtel

14.30 Case study:

The Swiss Watch Industry

Mr. Jan Kubes, Professor, IMEDE, Lausanne, and

Mr. François Jequier, Professor, University of Lausanne

Wednesday, November 6th, 1985

8.30 Study tour

Thursday, November 7th, 1985

8.30 Simulation exercise

Negotiating a Multilateral Agreement on Trade in Advanced Technology

Friday, November 8th, 1985

8.30 SEVENTH SESSION

Trade and Transfer of Advanced Technologies: The International Regulatory Framework (GATT-UNCTAD)

H.E. Mr. Paulo Nogueira Batista, Ambassador, Permanent Representative of Brazil to the Office of the United Nations, Geneva

14.30 CLOSING SESSION

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Participants

The seminar is open to senior professionals and executives in their thirties and forties who hold responsible positions in the public or private sectors. Two thirds of the participants come from developing countries and one third from industrialized countries. The number of participants is limited to approximately 35 persons. In previous seminars, 20 to 25 nationalities have been represented.

Language

English is the working language of the seminar.

Application procedure

The application form should be completed and returned to the Centre. Applicants should be sponsored by their ministries, organizations or companies.

See enclosed application form.

Fellowships (partial or complete) will be available. Their award will depend on the abilities and needs of the candidate.

Persons wishing to be considered for a fellowship should enclose with their application form:

- a) a detailed curriculum vitae
- b) a medical certificate
- c) any case-study or paper prepared on a subject related to the theme of the seminar.

No application for fellowship will be taken into consideration without all the required documents.

Application deadline: June 30th, 1985

Fees

The Sw. Fr. 2 900.— registration fee includes tuition, instructional materials and lunches.

(Payment should be made upon receipt of our invoice, but before the opening of the seminar, to bank account No. 248.135.00 G, Union Bank of Switzerland, Geneva.)

Accommodation

In order to stimulate informal exchanges of ideas among participants, it is suggested they lodge in the same hotel. Rooms will be reserved for participants not living in Geneva in a good hotel at a daily rate of Sw. Fr. 95.—, which includes room, breakfast, service and taxes.

Transportation from the hotel to the seminar location and back will be provided.

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Please address all inquiries to:

**CENTRE FOR APPLIED STUDIES
IN INTERNATIONAL
NEGOTIATIONS**

11A, avenue de la Paix - Ch-1202 Geneva, Switzerland
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