

Policy and commercial diplomacy training



GC Senior Director Stephen Adams is one of the UK's leading providers of specialist training on trade policy. Stephen has twenty years of practical experience in trade policy, and has served as a trade policy specialist in both the European Commission and the UK civil service. He is an Honorary Senior Research Associate at University College London. Stephen provides training in all aspects of contemporary trade policy and trade law, including:

- All practical and legal themes in goods and services trade
- Frontier issues in trade policy including digital, dynamic provisions and level playing field concepts
- Strategic planning for trade negotiators
- Regulatory diplomacy strategies



GC Senior Adviser Tiffany McDonald has twenty years' diplomatic experience, including at Ambassador level. She has led delegations at UN negotiations and developed successful global advocacy strategies. Tiffany has delivered diplomatic tradecraft training across numerous government agencies around the world. She draws on her extensive diplomatic experience, as well as her background as a lawyer and accredited mediator. Training options include:

- Using diplomatic tradecraft to influence government decisions
- Achieving successful outcomes in bilateral and multilateral negotiations
- Shaping policy and regulations
- Working across cultures effectively
- Developing advocacy strategies to influence decisions across multiple jurisdictions.



GC Practice Director Lorna Ritchie has ten years experience working on climate change policy for the UK government. Prior to joining Global Counsel, Lorna led the UK Presidency's Adaptation Negotiations at COP26 convening parties and upskilling them to achieve an historic outcome on adaptation at COP26. Before that, Lorna led the UK's carbon markets negotiations and was instrumental in the development of Article 6 and the CORSIA. In 2016 she also developed the UK's decarbonisation strategy for industry and business. Lorna can provide training in all aspects of climate change regulation and policy including:

- Understanding carbon offset markets
- What a carbon price means for your business
- Achieving successful outcomes in multilateral negotiations
- How to network effectively
- How to engage with policymakers on climate policy and initiatives

Stephen, Lorna and Tiffany lead a GC team that can design and deliver both in-person and online training across all areas of contemporary trade policy and commercial diplomacy and at all levels of specialism. To discuss your training needs or for client testimonials please contact Stephen at s.adams@global-counsel.com