



**MEMORANDUM OF UNDERSTANDING BETWEEN THE SUMMIT OF THE AMERICAS  
CENTER AND THE CENTER FOR STUDIES ON ECONOMIC INTEGRATION AND  
INTERNATIONAL TRADE**

Considering:

- That the Summit of the Americas Center (SOAC), an integral part of the Latin American and Caribbean Center (LACC) of Florida International University (FIU), located in Miami, Florida U.S.A. And the Center for Studies on Economic Integration and International Trade of Buenos Aires, Argentina, want to establish adequate procedures in order to create a cooperative environment in which academic information, as well as, technical and professional information can be shared;
- That both institutions share the common objective of promoting hemispheric integration and rely on the capacity expertise and activities in these related areas which allow for the diffusion and promotion of free trade and regional economic integration;
- That the current process of hemispheric integration creates a propitious environment for the exchange of successful experiences and the mutual knowledge between these institutions;
- Given the current environment, it is necessary and convenient to develop this exchange in order to promote a strong commitment between the national communities and enterprises in efforts of regional integration within the framework of principles of equal treatment, mutual benefit and reciprocity; and
- That both institutions express the desire in defining the general terms and conditions under which mutual cooperation will be outlined

The Summit of the Americas Center (SOAC) and the Center for Studies on Economic Integration and International Trade (The Center) have agreed to the following terms in this agreement:

1. Both institutions, through their joint efforts, agree to develop actions to achieve common goals related to regional economic integration, particularly in the hemisphere.
2. Each institution agrees to promote and circulate the activities of the other in their respective countries and areas of interest, as well as, sponsor to those events that are to be realized jointly related to subject matter of mutual interest.
3. Both institutions together will arrange the organization of specific events, to start during the second semester of 2000, tentatively covering the following themes: Techniques and experiences of negotiating for negotiators in the official sector, and for private sector



executives, elements on how to access Mercosur's market, both to be carried out in Miami, Florida - USA; Electronic Commerce related to the FTAA and Intellectual Property for private sector executives, both to be held in Buenos Aires, Argentina.

4. The Center will contribute through the practical experience and know how of its members in international negotiations and in the process of regional economic integration, to be achieved through the participation in the co-organized events as well as the elaboration of special reports dealing with subject matter of interest to and requested by SOAC. In addition The Center will contribute by facilitating direct contact with the official negotiators responsible for negotiating on behalf of Argentina and when possible from the Mercosur countries and its associate member countries (Chile and Bolivia).
5. As a priority, The Center will provide, as requested from SOAC, a cooperative consultation covering the preparation of the Trade Negotiation Training Modules Program. The mentioned tasks will help identify the key persons needed for interviewing, in the preparation of the agenda and the general orientation of the negotiator profile of official representatives and private negotiators of Argentina in the process of international trade negotiations.
6. SOAC, through its internet site, Americasnet.net, will advertise the activities and studies offered at The Center, and will provide a direct link to The Center's internet site.
7. SOAC, through its relation with LACC, will facilitate contacts with the 180 members of FIU's faculty, specialized in Latin American studies, and will provide contacts with other specialists and professionals in this field in Florida.
8. The realization of all joint events will be based on a specific agreement pertaining to each such event, in which the terms of cooperation will be outlined, detailing the contributions of each institutions and the manner in which the financial costs involved will be covered both for organizations and logistics as well as any honoraria of involved professionals.

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