Trade Policy in Mode 4
Movement of Natural Persons

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Definition of Mode 4

= temporary provision of services through natural persons

(on the basis of a service contract or intra-corporate transfer)

- temporary entry only
- highly skilled
Mode 4

= temporary provision of services through natural persons

≠ migration!
Mode 4

= temporary provision of services through natural persons

≠ labour market access!
Mode 4

= temporary provision of services through natural persons

≠ automatic issuance of visas!
Why do developing countries ask the EU to undertake broad commitments under Mode 4?
EU experience from multilateral and bilateral negotiations:

1. Seen as one of the possible channels for natural persons to move across borders

2. Competitive advantage in labour-intensive service provision (even in higher skill sectors, i.e. India – IT, Cariforum - nurses)

3. Skill-gain instead of brain-drain
Thank you very much for your attention!
Biographical sketch – Jan Schmitz

**Education:**

Master in Economics, University of Cologne
PhD in Economics, University of Cologne/ HEC Paris, Thesis: "Societal Trust and Economic Growth (Growth Theory)"

**Employment:**

Until 2008:
German Ministry of Foreign Affairs, Permanent Representation to the EU (trade policy)

From 2008:
European Commission, Directorate General for Trade, EU trade negotiator for Mode 4 (temporary movement of natural persons)