

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)