

FTA between Switzerland and China

“Most Important FTA since 1972”

瑞中自由贸易协定：
“自1972年以来
最重要的FTA”

He is Switzerland's most powerful “free-trade weapon”. Ambassador Christian Etter, Chief Negotiator and head of the Swiss delegation negotiating the FTA with the People's Republic of China, grants a rare glimpse into his job as a trade diplomat.

Interview **Fabian Gull**, Berne

Q Now that the FTA with China is signed, is the China file now off your desk?

Christian Etter: Not at all! An important step has been accomplished, yes. The ratification of the agreement is next. This means that the competent authorities of both sides need to approve the FTA before it can enter into force. On the Swiss side, approval by both Chambers of Parliament is required.

Q Will the Swiss Parliament have its say in the plenary session this fall?

If all goes as planned, the first Chamber of the Swiss Parliament will vote on the FTA coming December, and the second Chamber in March 2014.

Q What happens until then? Please walk us through the next steps.

During summer, an explanatory report was established. This report, which includes the texts of the agreement in an appendix, was submitted to the Parliament by the Federal Council (the Swiss



cabinet) in September. Now the parliamentary committees are evaluating the agreement. In this process, many questions have to be answered, requiring careful research and preparation. As you can imagine, all this means that China-related work will continue for some time to be a priority task for me and my team (laughing).

Q And in China?

As far as I was told by my Chinese counterparts, China will take its decision either late this year or early next year. In other words: the process is moving simultaneously in both countries.

Q In the best case, when will the FTA enter into force?

After completion of the internal procedures on both sides, the two capitals will notify each other accordingly. This should be possible sometime in the first half of next year, allowing the agreement to enter into force as early as possible in the second half of 2014, once the three month waiting period foreseen by the final provisions of the FTA will be over.

“More than 95% of bilateral trade will be covered by tariff reductions.”

Q What are the reactions on the Swiss side?

Mostly very appreciative. The FTA is widely considered as a milestone, providing for a new dimension of the bilateral relations between China and Switzerland.

Q Any negative feedback?

As always with such complex projects, it is not possible to fully meet all expectations.

Q How do you respond?

The result is a real win-win situation for China and for Switzerland. We have reached substantial results in all areas under negotiation.

Q Like what?

The FTA provides for elimination or substantial reduction of tariffs on the vast majority of bilateral trade. It will enhance transparency and legal security relating to, in example, trade in services and the protection of intellectual property rights. In many more fields, intensified cooperation is foreseen. The FTA includes provisions promoting implementation of the agreement consistent with the objective of sustainable development, including protection of the environment and social progress.

Q What makes you believe these are more than just “nice but empty” words?

Any agreement is as good as the will of the parties to abide by it.

China and Switzerland enjoy longstanding relations of friendship and mutual trust. Both China and Switzerland are reliable partners, so there is no doubt that both sides are serious about it.

Q Let's recap the evolution of the FTA briefly.

I was in Beijing for the first time with this mission in late 2007, establishing working level contacts, after the two respective Trade Ministers had decided to explore the possibility of a bilateral free trade agreement. In the following two years, both sides studied the issue internally, and industry workshops were organized bringing representatives of industry associations and government officials of both sides together to exchange views on opportunities, risks and possible positions relating to a FTA. Then, a joint feasibility study was established, which was finalized in 2010. Based on the report of the joint study group, Federal Councillor Johann Schneider-Ammann and the then Chinese Minister of Trade, Chen Deming, launched the negotiations in January 2011. Between April 2011 and May 2013, nine rounds of negotiations were held, with the meetings taking place alternatively in China and in Switzerland.

Q Overall, a relatively quick process, right?

I am glad you think so. Well, it always depends when in the process you start counting. I have been involved in other negotiations that lasted for between six months and close to ten years (laughing). Both were special cases. A process of two years is, indeed, a respectable pace.

Q Switzerland, unlike the WTO and the EU, does recognize China as a market economy.

Switzerland decided on a bilateral level to recognize China's status as a market economy in 2007, taking into account the great efforts China has taken opening up its economy in the past decades.

Q Is mutual recognition as a market economy a prerequisite to enter into free trade talks?

It isn't a formal requirement. But China appreciated the step.

Q In the media, the FTA with China was widely considered as a milestone. Your view?

Switzerland's foreign economic policy seeking market access is based on three main pillars: WTO membership, bilateral agreements with the EU, and free trade agreements with trading partners around the world. After the FTA with the EU concluded in 1972 the FTA with China is the second most important trade agreement Switzerland

“I have been involved in free trade negotiations that lasted for between six months and close to ten years.”

ever signed. After the EU and the US, China is Switzerland's third most important trading partner.

Q The Doha round of the WTO is blocked - no objectives have been reached in the past decade.

The Doha negotiations have, indeed, reached an impasse and came to a virtual standstill. Not much progress seems to be possible in the short term. With now close to 160 WTO members, it has become difficult to find common ground. However, the multilateral trading system of the WTO has not lost in importance. The tariff reductions of the Uruguay round are still valid, and so are the other existing agreements of the WTO, such as the General Agreement on Trade in Services (GATS) and the TRIPS Agreement (protection of intellectual property). Multilateral liberalization in the framework of the WTO, if feasible, would still be the best way, in particular from the perspective of a mid-sized economy like Switzerland with broadly diversified export markets. Think of it as one agreement for all WTO members, which would cover practically the whole world.

Q Is there a clear trend towards preferential agreements?

Clearly, yes. As prospects for further liberalization in the WTO remain uncertain, bilateral or preferential agreements among two or a limited number of parties gain in importance.

Q Federal Councillor Johann N. Schneider-Ammann labelled the FTA as a “good, but not an ideal treaty”. What is missing?

Mutual interests are covered to a very large extent. The agreement ensures significant improvements in all sectors. Overall, more than 95% of bilateral trade will be covered by tariff reductions. Then, there are substantive provisions on technical barriers to trade, trade facilitation and customs procedures, on trade in services and on intellectual property rights, as well as on other policies related to trade. On the other hand, there is potential for further improvements. The conclusion of a broadly based free trade agreement is not so much the end of a negotiation process, but rather the start of a new partnership. Therefore, the FTA includes review clauses allowing to do even better in the future.

Q Some say, Switzerland did not negotiate well because of long transition periods relating to tariff dismantling.

Transition periods are a proven device in trade negotiations, e.g. in situations where initial conditions differ substantially. The average incidence of Swiss customs duties on industrial products amounts to less than 2%, China's average equals around 8%. Under such circumstances, transition periods affording time to adjust to considerable tariff reductions may make tariff concessions possible - which would otherwise not be available. However, not all products are subject to transition periods in the Switzerland-China FTA. There are four categories of products. Those that are tariff-free according

“After the FTA with the EU, concluded in 1972, the one with China is the second most important FTA Switzerland ever signed.”

to the WTO or that will become tariff-free with the FTA entering into force. Then there are products subject to gradual tariff elimination, typically over 5 or 10 years. A third category of products will be subject to partial tariff reduction. And lastly, for some particularly sensitive products, tariffs will remain unchanged.

Q The wealth generating and mutually beneficial effect of trade is a basic rule in economic theory. In reality, however, this is anything but widely accepted. Why?

According to welfare economics, lowering barriers to trade allow to make better use of comparative advantages, thereby enhancing productivity and income. If this was the dominating view in politics, we would live in a world without tariffs and other obstacles to trade - and there would be no need to negotiate FTAs (laughing). In reality, protectionist interests come into play. Trade liberalisation may meet with resistance as ensuing adjustment processes raise concerns in certain sectors of the economy.

Q Chinese have a reputation for being very tough, maybe even cunning, negotiators. What is your perception?

Swiss negotiators are also cunning (laughing). Joking aside, the spirit was good and friendly, and the proceedings were constructive. I enjoyed working with the Chinese delegation, and I am looking forward to future opportunities to stay in touch. I have the impression that their approach is similar to ours, having clear objectives, being pragmatic and oriented towards results. Still, there were sometimes difficult situations to overcome when positions seemed to be insurmountable.



Did cultural differences play an important role?

The legal and political systems differ, as well as economic and trade policy traditions. Yet, when professionals on both sides come together dealing with topics both sides know well, you can do real work - without suffering from a cultural shock.

How big were the delegations?

The Swiss delegation included some 15 to 30 people, which is larger than what is usually the case when we negotiate free trade agreements. On the Chinese side, between 25 and 60 persons were involved, depending on the agenda of a particular meeting. Negotiation rounds usually lasted for several consecutive days, during which the teams worked on the various subjects in up to ten parallel working groups. So you can imagine that the delegations were very busy, indeed.

How do you gain your counterpart's trust in a negotiation?

Establishing a relationship of confidence and trust is crucial. An open-minded willingness to cooperate is required. Other important ingredients are credibility and reliability. You have to be well prepared and behave consistently. Otherwise, you will not be convincing and will not earn the respect of your counterpart. Personal characteristics like empathy and a genuine interest for the other side's motivations, goals and constraints are very important, too. Paired with imagination and creativity, this is the key to successful negotiations.

In an interview with the Swiss media only shortly before the breakthrough was announced, you were extremely cautious about a conclusion to happen anytime soon. Were you just being modest or was the deal really on the brink of failure?

In a multidimensional process such as this, with many influences at work on both sides, you better be careful. Much can happen till the very end, new concerns or unpredicted requests may come up. There is always a last hour uncertainty to deal with in this business.

The term "free trade" is misleading. Wouldn't it be more accurate speaking of a "tariff reduction agreement"?

Discussions about what "free trade" really means last for a long time. Legally, the term "free trade" roots in the General Agreement on Tariffs and Trade (GATT), the multilateral agreement on trade in goods dating from 1947, which is now part of the WTO. The definition requires coverage of "substantially all the trade", without specifying



Ambassador **Christian Etter**, (1953), is the Federal Council's Delegate for Trade Agreements and head of the Special Foreign Economic Service Division in the Foreign Economic Affairs Directorate. As such, he was leading the Swiss delegation in the negotiations with China. The FTA with China is the 12th FTA he has brought to a successful conclusion in his career (in the role of Chief Negotiator). Etter, a master of his trade, learned the basics of his profession at the WTO Uruguay Round. He was head of the EFTA/Free Trade Agreements Division in SECO, and from 1996 to 2000 he was head of the Division for Financial, Economic and Trade Affairs at the Embassy of Switzerland in Washington, D.C. with the title of a Diplomatic Minister. From 1991 to 1996 he was head of the International Services Division of the former Federal Office for Foreign Economic Affairs, which he joined in 1985 as an economist.

a percentage. Already in 1947, a zero tariff agreement without exceptions was considered an illusion.

The secret winners are the Swiss farmers, as they won't have to make big concessions, contrary to what they feared.

This is your assessment. The Swiss farmers association puts it differently, saying it does not harm agriculture much, but does not provide many benefits for the sector either. In my view, they underestimate the potential of the Chinese market for Swiss agricultural products. Time will show. Fact is, that the agreement does provide additional market access opportunities for both sides also regarding agricultural products.

What are the benefits for Swiss banks and insurers?

The banking, securities and insurance businesses of both sides are



covered by the provisions on trade in services. There are information and transparency rules regarding financial regulations and application procedures, and there are rules on national treatment concerning prudential measures. As China is currently revising its banking legislation, the possibility for commitments regarding specific activities was limited. However, China enhanced the scope of market access guarantees relating to certain securities services.

Easier movement of persons also facilitates trade. Were you also discussing this, e.g. easier visa requirements?

Visa policy has much broader implications than trade. Therefore, general visa policy cannot be efficiently dealt with in a free trade agreement. However, supply of services is an important part of the Switzerland-China-FTA, including supply of certain services by personnel transferred abroad by their companies. Hence, the agreement includes rules for transparent and expeditious application procedures regarding work permits for specific services listed in the FTA, as well as for granting visa.

What are the implications, if any, on foreign direct investment (FDI)?

FTAs do have a positive impact on FDI. Statistical analysis shows that not only two way trade between Switzerland and its FTA partners, but also FDI, grows significantly faster compared to the trade and investment flows with other trading partners. This effect is reinforced by Investment Protection Agreements, which Switzerland concluded with a large number of countries, including China.

How do you know those positive impacts are because of the FTA? This can have numerous other reasons.

Strictly speaking, it is not possible to identify the specific impact of an FTA. But the empirical finding is nevertheless a fact. Whether the observed statistical correlation reflects causality is of course arguable. But inversely, it is also hard to imagine that the correlation has nothing at all to do with the effects of FTAs.

Will there be less fake Swiss watches in China due to the agreement?

The Chinese authorities increasingly take efforts to fight counterfeiting and piracy. They also recognize that there is still a lot to do. The FTA includes provisions to that effect, including as regards cooperation between the competent authorities.

Let's talk about first-mover risks. What if the EU, one day, concludes a FTA with China at more favourable terms? Is it possible to renegotiate?

First-mover benefits prevail! Besides, the FTA includes several review and evolutionary clauses, foreseeing that both parties will, from time to time, jointly review the agreement and try to improve it.

"The FTA includes review clauses allowing to do even better in the future."

The FTA also enhances legal security in bilateral trade. What can a Swiss company do when encountering problems in China?

When encountering difficulties in China - or vice versa with difficulties encountered by Chinese companies in Switzerland - you should try to clarify the issue with the competent authority of the host country, including making use of readily available judicial or other review procedures. Embassies and Consulates could also be asked for advice. Swiss companies could then turn to SECO, Chinese companies to MOFCOM, the two authorities designated by the agreement as contact points for FTA matters. The contact points of China and Switzerland would then interact with a view to examining and solving the issue. There is also an intergovernmental Joint Committee established by the agreement where both governments may bring up any issue arising under the FTA. These institutional settings of the FTA create an environment for facilitated cooperation of competent authorities of both sides.

What negotiations are next in the pipeline?

Switzerland presently has a network of 28 FTAs, including the agreement with China. Currently under negotiation are new FTAs with India, Indonesia, Vietnam and the Customs Union of Russia-Belarus-Kazakhstan. Also in the pipeline are Thailand and Malaysia.

瑞士最强大的“自由贸易协定谈判武器”、瑞士与中华人民共和国自由贸易协定谈判首席谈判官及瑞士代表团团长 Christian Etter 罕有的向《桥》讲述了贸易外交官的工作。

作者 方必安, 伯尔尼

现在瑞士与中国已经签署了自由贸易协定, 与中国相关的谈判事宜是否已经结束了?

Christian Etter: 不是的! 我们现在确实取得了重大的进展, 但下一步是对协定的审批, 这就意味着在正式执行前, 需要双方主管当局通过该协定。在瑞士方面, 协定需要国会两院的批准。

瑞士国会在今年秋季的全体会议上会就此表态吗?

如果一切按计划进行的话, 瑞士国会上议院将于 12 月对自由贸易协定进行投票, 下议院将于 2014 年 3 月投票。

Q 在那之前会走哪些程序呢？请给我们介绍一下这些程序。

在夏季我们创立了一份解释报告。这份附件包含协定原文的报告已于今年9月由瑞士联邦委员会（瑞士内阁）提交国会。现在国会正对该协定进行审批，在此过程中会提出许多问题，要回答这些问题需要仔细的研究和准备。如你所想象的，与中国相关的工作在未来一段时间内将仍是我我和我的团队的首要任务（笑）。

Q 在中国会经过哪些程序呢？

据我从中方的了解，中国将于今年年末或明年年初对协定进行审批。换句话说：两国的审批程序将同时进行。

Q 如果一切都进展顺利的话，自由贸易协定什么时候会开始实施？

在双方都完成内部审批程序后，双方将通知对方。这估计会发生在明年上半年，一旦自由贸易协定的最终条款经过可预见的三个月等待期，最早在2014年下半年就可以正式执行实施。

Q 瑞士方面对协定的反应怎么样？

基本上都很满意。自由贸易协定被广泛认为是

“在1972年与欧盟达成自贸协定后，与中国的自贸协定是瑞士有史以来签署的第二个最重要的贸易协定。”

中瑞外交关系的里程碑，将为中瑞双方带来新层面的双边关系。

Q 有没有负面的反应？

像这样复杂的项目总是不可能完全满足所有人的期望。

Q 你是怎么看的？

现在的结果对中瑞双方来说是真正的双赢。我们在各个领域的谈判中都取得了实质性成果。

Q 能举个例子吗？

自由贸易协定将对大部分双边贸易实行零关税或大幅关税减让，它还将提高如服务贸易和知识产权保护等相关方面的透明度和法律安全，在许多其他方面双方也将加强合作。自由贸易协定还包括促进与可持续性发展目标（包括保护环境和社会进步）相一致的协定实施的条款。

Q 协定到底能带来哪些实际利益呢？

任何协定都体现了遵守它的双方的意愿。中国和瑞士长期以来都保持着友好关系和共同信任，中国和瑞士都是可信赖的合作伙伴，双方对于自由贸易协定都持非常严肃的态度，这一点毫无疑问。

Q 带我们简单回顾一下自由贸易协定的谈判历程吧。

在双方贸易部长决定探索双边自由贸易协定的

可能性后，2007年末我首次带着自由贸易协定谈判的使命来到北京，建立工作上的联系。在接下来的两年里，双方内部都对这一问题进行了研究，并组织了行业讨论会，将双方的行业协会和政府官员代表聚到一起，就与自由贸易协定相关的机会、风险和可能的定位交换看法。随后，双方开展了联合可行性研究，并于2010年完成。基于联合研究小组的报告，联邦委员约翰施耐德·阿曼和当时的中国商务部部长陈德铭先生于2011年正式启动了谈判。在2011年4月至2013年5月期间，双方共进行了九轮谈判，谈判轮流在中国和瑞士进行。

Q 整体来看，谈判进行的很快，是吗？

我很高兴你这么认为。这取决于你从什么时候开始计算谈判的起始。我曾经参加过为期6个月到近10年不等的其他谈判（笑）。不过这都是很特殊的例子。两年的谈判期确实是比较合理的进度。

Q 与WTO和欧盟不同，瑞士承认中国的市场经济地位。

瑞士在2007年就决定在双边关系层面上承认

中国的市场经济地位，主要是考虑到中国在过去几十年里在经济开放方面做出的巨大努力。

Q 相互承认市场经济地位是进入自由贸易谈判的前提条件吗？

没有这样的正式要求，不过中国对这样一步表示欢迎。

Q 据许多媒体报道，与中国签署自由贸易协定被广泛认为是一大里程碑，你怎么看？

瑞士寻求市场准入的对外经济政策主要基于三大支柱：WTO成员国、与欧盟的双边协定以及与世界贸易伙伴的自由贸易协定。在1972年与欧盟达成自由贸易协定后，与中国签署的自由贸易协定是瑞士有史以来签署的第二个最为重要的贸易协定。中国是瑞士的第三大重要贸易伙伴，仅次于欧盟和美国。

Q WTO多哈回合受阻，在过去10年里没有实现任何目标。

多哈谈判确实陷入了僵局，进入了停滞不前的阶段，短期内来看也不会有太大进展。WTO在拥有近160名成员国的情况下，要达成各方都满意的结果十分困难。不过，WTO的多边贸易体系仍然拥有重要的地位，乌拉圭回合的关税减让仍然有效，其他WTO现有的协定如服务贸易总协定（GATS）和TRIPS协定（知识产

权保护）也都将继续实施。如果可行的话，在WTO框架下的多边自由化仍将是最好的办法，尤其是像瑞士这样拥有十分多样化的出口市场的中等规模国家。一个令所有WTO成员国都满意的协定，基本上就是一个要令整个世界都满意的协定。

Q 现在的趋势是否明显朝着优惠贸易协定的方向发展呢？

很显然的。由于WTO进一步自由化的前景仍然不明确，双边协定以及双方或是有限的多方优惠贸易协定就变得更为重要了。

Q 联邦委员约翰·施耐德·阿曼认为自由贸易协定是一个“有用但并不完美的协定”，那么缺失的是什么呢？

共同利益在协定中有很大的体现，协定确保所有部门都得到大幅改善。总体来看，95%以上的双边贸易都将享受关税减让。此外，还有许多其他实质性条款，包括贸易、贸易便利化和海关手续等技术壁垒条款，服务贸易、知识产权以及其他与贸易相关的政策条款等。换个角度来说，未来还有进一步改善的潜力。一个范围广泛的自由贸易协定的达成并不是谈判过程的终结，而是新的合作关系的开始。因此，自由贸易协定包括允许未来进行进一步改善的审核条款。

Q 由于协定中一些与关税相关的较长过渡期规定，有些人认为瑞士的谈判不是很成功。

过渡期是贸易谈判中一个十分重要的工具，比如当双方最初的条件相差很大的情况下。在工业产品方面，瑞士的海关税平均发生率合计不到2%，而中国的平均水平约为8%。在这种情况下，过渡期是给对方进行实现大幅关税减让的调整时间，这样才为关税减让提供了可能，不然的话，就不可能实现关税让步的目的。不过，在瑞中自由贸易协定中，并不是所有的产品都有过渡期。我们可以把所有的产品分为四类：那些WTO条款规定的零关税产品或是那些自由贸易协定实施后享受零关税的产品；那些在5或10年逐渐实现关税减让的产品；那些部分享受关税减让的产品；以及某些特殊的敏感型产品的关税将维持不变。

Q 在经济理论中，财富创造与共同利益效益是进行贸易的基本原则。不过在现实中，它似乎并不被接受。为什么？

按照福利经济学的说法，降低贸易壁垒可以更好的利用相对优势，从而提高生产力和收入。如果这种观点在政界占主导地位的话，那么我们的世界就会是一个没有关税和任何贸易障碍的世界，也就没有必要进行自由贸易协定的谈判

了（笑）。事实是贸易保护主义占居主导，贸易自由化处处碰壁，因为它所带来的政策调整过程将会损害某些经济部门的利益。

Q 中国的谈判专家以强硬或者说狡猾著称，你怎么看？

瑞士的谈判专家也很狡猾（笑）。严肃的说，整体的谈判精神很饱满，氛围很友好，谈判的进展也很有建设性。我很享受跟中国代表团的合作，我希望未来还有机会继续保持联系。我认为他们的方法与我们很相似：都有清晰的目标、求真务实和结果导向。不过，有时也会出现一些似乎难以逾越的情况和较难克服的困难。

Q 文化差异是否会影响谈判呢？

双方的法律和政治体系不同，而且经贸政策传统也不同。不过，当双方的专家坐在一起谈双方都很熟悉的话题时，文化差异的影响并不大。

Q 双方代表团的规模分别有多大？

瑞士代表团由15-30个人组成，比我们以往的自由贸易协定谈判团队都大。中国代表团由25-60人组成，根据具体的会议议程而有所不同。每个回合的谈判往往都要连续进行几天的时间，在这期间双方的团队最多可分为10个针对不同问题的平行小组。所以，你也可以想象双方代表团确实都是十分忙碌的。

Q 在谈判中如何取得对方的信任呢？

关键是建立自信和互信的关系，必须持有希望合作的开放态度，其他重要因素还包括可信和可靠性等。在谈判前必须充分准备，在谈判中行为一致，不然的话你提出的观点就不足以说服人，也不能得到对方的尊重。共鸣以及真正关心对方的动机、目标和约束等个人特点也是十分重要的。再加上想象力和创造力，这些就是成功谈判的关键。

Q 在谈判取得突破性进展前的一次瑞士媒体的采访中，你对很快达成协定的态度十分谨慎。你当时这样表现是因为谦虚还是因为谈判真的处于失败的边缘？

在这样一个双方都受到诸多影响的多维度的谈判过程中，谨慎是很必要的。在谈判的尾声什么都有可能发生，比如说新的担忧或是之前没有预料到的要求等。在谈判中，总是会出现最后一个小时的不确定的情况。

Q “自由贸易”这个术语有点误导人，称它为“关税减让协定”是不是更准确呢？

关于“自由贸易”到底是什么的讨论持续了很长时间。从法律角度来看，“自由贸易”这个术语来自于关税与贸易总协定（GATT），它是1947年形成的多边商品贸易协定，现在已成为WTO的一部分。它的定义要求包含“实质上所有贸易”，

而没有规定具体百分比。在那时，毫无例外的零关税协定被认为只是一种幻想。

Q 这次协定谈判的神秘赢家是瑞士农民，因为他们不需要做出很大的让步。

这是你的看法。但瑞士农民协会并不这么认为，他们表示协定不会给农业带来较大的损害，不过也没有给它带来很大的利益。在我看来，他们低估了瑞士农产品在中国市场的潜力。时间会证明这一点。事实上，协定为双方都提供了包括农产品在内的额外市场准入机会。

Q 对于瑞士银行和保险业有哪些益处呢？

关于双方的银行、证券和保险业的问题都涵盖在服务贸易条款中。其中有关于金融规范和审批程序的信息与透明性原则，有关于审慎监管措施的国民待遇原则。由于中国目前正在修缮银行法，涉及具体活动的承诺的可能性有限。不过，中国扩大了与某些证券服务相关的市场准入担保的范围。

Q 更为便捷的双方人员流动程序也会推动贸易。你们是否也就这一点进行了谈判呢，比如简化签证要求等？

签证政策拥有比贸易更为广泛的影响。因此，在自由贸易协定中不能对一般签证政策进行有效地谈判。不过，瑞中自由贸易协定中很重要的一部分是服务贸易的提供，包括企业将员工转移到海外提供某些服务等。因此，协定中包括为了执行自由贸易协定中列出的具体服务活动而提供透明和快捷的工作许可和签证审批程序等原则。

Q 协会对外商直接投资（FDI）有影响吗？

自由贸易协定确实对FDI有积极的影响。统计分析显示，与其他贸易伙伴相比，在贸易和投资流方面，瑞士与其自由贸易协定伙伴间双向的贸易往往更为紧密，同时FDI也大幅提高。瑞士与包括中国在内的许多国家达成的投资保护协定进一步巩固了这一效应。

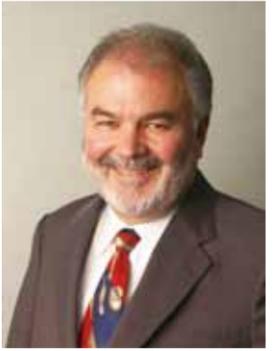
Q 如何判断这些积极的影响是自由贸易协定带来的呢？它也可能有许多其他的原因。

严格来说，我们很难界定自由贸易协定的具体影响。不过，实证发现也是事实。无论观察到的统计相关性反映的因果关系是否站得住脚，但同样，我们也很难相信这种相关性 with 自由贸易协定效应没有任何关系。

Q 协定的签订是否表示未来中国的假瑞士手表会变少呢？

中国政府不断加大打击假冒和盗版的力度，他们也意识到要做的事情还很多。自由贸易协定包括这些方面的条款以及有关合作。

Q 我们来谈一谈先发风险吧。如果说欧盟有一



Christian Etter大使出生于1953年，是联邦委员会贸易协定代表以及对外经济事务部特别对外经济服务部首脑。因此，在与中国的自由贸易协定谈判中，他担任瑞士代表团团长一职。与中国的自由贸易协定是他职业生涯中作为首席谈判官的第12个成功案例。Etter在WTO乌拉圭回合中掌握了贸易谈判的基本技能。他曾出任瑞士联邦经济事务秘书处（SECO）EFTA/自由贸易协定部首脑；1996年至2000年，他担任瑞士驻华盛顿大使馆金融、经济与贸易事务部外交大臣职务。他于1985年以经济学家的身份加入了当时的瑞士对外经济事务联邦办公室，1991年至1996年，他担任该办公室国际服务部主任的职务。

天与中国达成了更为有利的自由贸易协定会怎么样？我们还能重新谈判吗？

先行者获得的利益更大！另外，由于预见到双方往往需要对协定进行共同审核和改进，自由贸易协定也包括了一些审核和演变条款。

Q 自由贸易协定也提高了双边贸易中的法律安全。当瑞士企业在中国遇到问题时该怎么做？

当瑞士企业在中国遇到困难时，或是中国企业在瑞士遇到困难时，都应该向东道国的主管机构澄清问题，包括使用现有的司法或其他审查程序等，也可以到大使馆和领事馆咨询。瑞士企业还可以向SECO咨询，中国企业向MOFCOM咨询，这两个机构被双方指定为自由贸易协定事宜联络点。中国和瑞士的联络点会通过互动交流的方式对问题进行调查和解决。此外，协定还设立了政府间联合委员会，处理两国政府提出的与自由贸易协定相关的问题。自由贸易协定的这些机构设置为双方主管当局推动合作创造了环境。

Q 下一步的谈判主要与哪些国家开展呢？

包括与中国的协定在内，目前瑞士已与28个国家和地区达成了自由贸易协定。现在正在进行的有与印度、印度尼西亚、越南和俄白哈关税同盟的自由贸易协定谈判。此外还有与泰国和马来西亚的谈判。