

Session:

Round:

Observer: Simulation Scoring Sheet

Individual participant scoring

1. How well did each individual participant represent the interests of their respective interest groups as outlined in the briefing document? Did they make a convincing case for the issues their interest groups care most about? Did they agree to terms that go against the interests they represent? If so did they win other concessions to justify these compromises?

Participant #1A (U.S. pro-engagement) *Goal is to represent the interests of American businesses and consumers who benefit from trade and investment with China*

Score: *Not well at all* 1 2 3 4 5 *Extremely well*

Comments:

Participant #1B (U.S. anti-engagement) *Goal is to represent the interests of American businesses and workers who are harmed by trade and investment with China*

Score: *Not well at all* 1 2 3 4 5 *Extremely well*

Comments:

Participant #1C (U.S. national security) *Goal is to represent the interests of American national security and to consider the implications of trade and investment with China for the growing strategic competition*

Score: *Not well at all* 1 2 3 4 5 *Extremely well*

Comments:

Participant #1D (China pro-engagement) *Goal is to represent the interests of Chinese businesses and consumers who benefit from trade and investment with the United States*

Score: *Not well at all* 1 2 3 4 5 *Extremely well*

Comments:

Participant #1D (China pro-engagement) *Goal is to represent the interests of Chinese businesses and consumers who benefit from trade and investment with the United States*

Score: *Not well at all* 1 2 3 4 5 *Extremely well*

Comments:

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Participant #1E (China anti-engagement) *Goal is to represent the interests of Chinese businesses and consumers who benefit from trade and investment with the United States*

Score: *Not well at all* 1 2 3 4 5 *Extremely well*

Comments:

Participant #1e (China anti-engagement) *Goal is to represent the interests of Chinese businesses and consumers who benefit from trade and investment with the United States*

Score: *Not well at all* 1 2 3 4 5 *Extremely well*

Comments:

Participant #1F (China national security) *Your goal is to represent the interests of Chinese national security and to consider the implications of trade and investment with the U.S. for the growing strategic competition with China*

Score: *Not well at all* 1 2 3 4 5 *Extremely well*

Comments:

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Country Team Scoring

2. Were the teams able to issue a joint statement by the end of the simulation?
Yes No
3. If yes, please score the joint-statement based on the number of points the teams assigned to various items in their position paper. If no, both teams receive -30 points.

U.S. team score:

China team score:

4. The team with the greater amount of position paper points in the joint statement wins the simulation! Please collect the two position papers, the opening offers, and the joint statements from the teams and return these along with this scoring sheet to the organizers.
Thank you!
5. Let us know if you have any other comments and suggestions:

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USA Team Position Paper: Asks (100 points)

Instructions: while keeping in mind the specific interests outlined in your individual briefings, work with your team to make a **list of asks that would best serve the American national interest**.

Assign points to each item on the list based on their relative importance (0-100). Please note that asks should add up to 100 points and that the more important an issue is for your country, the more points should its assigned points be. Your team DO NOT have to address each issue listed here, instead you may choose to put N/A if you decide that a particular issue should not be raised in negotiations at all (and thus won't count towards your scoring).

Possible asks:

_____ China to issue an improved nationwide negative list for foreign investment (especially take measures to liberalize the financial sector).

_____ China to remove or reduce investment restriction identified by the U.S.

_____ China to eliminate laws and regulations, such as licensing or procurement, that treat foreign entities less favorably than domestic Chinese firms.

_____ China to remove specified non-tariff barriers and recognize that the U.S. may impose import restrictions and tariffs on products in critical sectors.

_____ China to eliminate specific policies and practices linked to forced technology transfer.

_____ China to strengthen intellectual property protection.

_____ China to increase import of American agricultural products by \$30-40 billion.

_____ China to increase import of American energy products by \$20-30 billion.

_____ China to cease government-sponsored or tolerated cyber espionage and intrusions into U.S. commercial networks.

_____ China to cease subsidies and other forms of assistance that support industries targeted in the MiC 2025 plan and other emerging and strategic industries.

_____ China to commit to reduction of the trade deficit between China and the U.S. by \$100-200 billion by 2020.

_____ China to establish a high-level dialogue with U.S. to discuss dual-use technologies.

_____ China to refrain from military development of man-made islands in the South China Sea.

_____ China to help identify and discourage Chinese firms that evade U.S. sanctions against Iran and North Korea.

_____ China to guarantee human rights and democracy in Hong Kong

_____ Other issue:

_____ Total Points (should total 100)

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USA Team Position Paper: Concessions (-100 points)

Instructions: while keeping in mind the specific interests outlined in your individual briefings, work with your team to make a **list of concessions that would best serve the American national interest**.

Assign points to each item on the list based on their relative importance. Please note that concessions should add up to -100 points and that the costlier an issue is for your country to give up, the lower (negative points) should its assigned points be. Your team **DO NOT** have to address each issue listed here, instead you may choose to put N/A if you decide that a particular issue should not be raised in negotiations at all (and thus won't count towards your scoring).

Possible concessions:

_____ The U.S. to reduce tariffs on Chinese imports to 2017 levels.

_____ The U.S. to lift bans on high technology exports such as integrated circuits and aircraft to China.

_____ The U.S. to agree to a more limited approach in defining its export control regime and remove Chinese companies like Huawei from the entities list

_____ The U.S. to give equal treatment to Chinese companies in national security review (CFIUS).

_____ The U.S. to open government procurement to Chinese technology products and services.

_____ The U.S. to refrain from restricting visas for Chinese students and professionals.

_____ The U.S. to recognize core Chinese national interests: keeping national unity of mainland China and Tibet, Xinjiang, Hong Kong, and Taiwan.

_____ The U.S. to recognize core Chinese national interests: sovereignty over South China Sea.

_____ The U.S. to agree not to send warships or military personnel to Taiwan.

_____ Other issue:

_____ Total Points (should total -100)

PRC Team Position Paper: Asks (100 points)

Instructions: while keeping in mind the specific interests outlined in your individual briefings, work with your team to make a **list of asks that would best serve the Chinese national interest**.

Assign points to each item on the list based on their relative importance (0-100). Please note that asks should add up to 100 points and that the more important an issue is for your country, the more points should its assigned points be. Your team **DO NOT** have to address each issue listed here, instead you may choose to put N/A if you decide that a particular issue should not be raised in negotiations at all (and thus won't count towards your scoring).

Possible asks:

_____ The U.S. to reduce tariffs on Chinese imports to 2017 levels.

_____ The U.S. to lift bans on high technology exports such as integrated circuits and aircraft to China.

_____ The U.S. to agree to a more limited approach in defining its export control regime and remove Chinese companies like Huawei from the entities list.

_____ The U.S. to give equal treatment to Chinese companies in national security review (CFIUS).

_____ The U.S. to open government procurement to Chinese technology products and services.

_____ The U.S. to refrain from restricting visas for Chinese students and professionals.

_____ The U.S. to recognize core Chinese national interests: keeping national unity of mainland China and Tibet, Xinjiang, Hong Kong, and Taiwan.

_____ The U.S. to recognize core Chinese national interests: sovereignty over South China Sea.

_____ The U.S. to agree not to send warships or military personnel to Taiwan.

_____ Other issue:

_____ Total Points (should total 100)

PRC Team Position Paper: Concessions (-100 points)

Instructions: while keeping in mind the specific interests outlined in your individual briefings, work with your team to make a **list of concessions that would best serve the Chinese national interest.**

Assign points to each item on the list based on their relative importance. Please note that concessions should add up to -100 points and that the costlier an issue is for your country to give up, the lower (negative points) should its assigned points be. Your team DO NOT have to address each issue listed here, instead you may choose to put N/A if you decide that a particular issue should not be raised in negotiations at all (and thus won't count towards your scoring).

Possible concessions:

_____ China to issue an improved nationwide negative list for foreign investment (especially take measures to liberalize the financial sector).

_____ China to remove or reduce investment restriction identified by the U.S.

_____ China to eliminate laws and regulations, such as licensing or procurement, that treat foreign entities less favorably than domestic Chinese firms.

_____ China to eliminate specific policies and practices linked to forced technology transfer.

_____ China to strengthen intellectual property protection.

_____ China to increase import of American agricultural products by \$20-30 billion.

_____ China to increase import of American energy products by \$10-20 billion.

_____ China to cease government-sponsored or tolerated cyber espionage and intrusions into U.S. commercial networks.

_____ China to cease subsidies and other forms of assistance that support industries targeted in the MiC 2025 plan and other emerging and strategic industries.

_____ China to commit to reduction of the trade deficit between China and the U.S. by \$100-200 billion by 2020.

_____ China to remove specified non-tariff barriers and recognize that the U.S. may impose import restrictions and tariffs on products in critical sectors.

_____ China to establish a high-level dialogue to with U.S. to discuss dual-use technologies.

_____ China to refrain from military development of man-made islands in the South China Sea.

_____ China to help identify and discourage Chinese firms that evade U.S. sanctions against Iran and North Korea.

_____ China to guarantee human rights and democracy in Hong Kong

_____ Total Points (should total 100)

US-China Trade War Simulation

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US-China Joint Statement

Instructions: while keeping in mind the national interests articulated in your position papers, work with the other country team to create a joint list of asks and concessions that both countries can agree to. You do not need to assign points here to the issues.

USA National Security Briefing

The FBI has uncovered evidence that Chinese spies have compromised America's technology supply chains through implanting computer chips that created a secret doorway into any network that included the altered servers. The investigators found that these chips had been inserted at factories run by manufacturing subcontractors in China. These altered servers are used by numerous Department of Defense data centers and top U.S. companies such as Amazon, Apple, Microsoft, Facebook, and Google data centers.

This hardware hack poses a graver threat to U.S. national security than the software-based hacking incidents the government has grown accustomed to seeing. Hardware hacks are more difficult to pull off and potentially more devastating, promising the kind of long-term, stealth access that spy agencies are willing to invest millions of dollars and many years to get. Analysts believe that to execute such a seeding attack would require a deep understanding of a product's design, manipulating components at the factory, and ensuring that the doctored devices made it through the global logistics chain to the desired location.

China has a unique advantage because it manufactures the majority of the world's mobile phones, personal computers, and motherboards. Investigators believe the chips in the altered motherboards had been inserted during the manufacturing process by operatives from a unit of the People's Liberation Army. The private companies effected have publicly denied that their data centers are compromised but have privately signaled their anxiety and offered their full cooperation with the government's ongoing investigations. All evidence points to the wider danger that critical components of other electronics supply chains are vulnerable to similar attacks by Chinese intelligence agencies.

PRC National Security Briefing

The US Department of Justice laid criminal charges against Huawei on Monday and filed a formal extradition request with Canada for Huawei Chief Financial Officer Meng Wanzhou. It alleges that Huawei's subsidiary violated US sanctions on Iran by doing business with Tehran and committed fraud by misleading banks about the business, and also charges that Huawei stole robotic technology from T-Mobile US Inc.

Huawei rejected the first charge and have settled the dispute with T-Mobile back in 2017. The formal prosecution is part of US suppression of Huawei on a global scale and reflects U.S. efforts to contain China technologically.

Washington is pushing its allies hard to exclude Huawei equipment from their 5G networks. The US has never cracked down on a foreign high-tech enterprise with its national resources on such a large scale. Whichever country dominates 5G will gain an economic, intelligence and military edge for much of this century.

The US is hysterically persecuting high-tech companies like Huawei, ZTE, Hikvision, and ByteDance on bogus charges. It seems that the US has made the strategic determination to crack down on China's access to the high technology sector and doesn't care about the impact it will have on international rules or the consequences.

As the most powerful country in the world, the US is adept at seeking geopolitical interests under a legal pretext. Chinese high-tech enterprises have become the biggest victims of US containment of China's rise in Trump's trade war. The U.S. Department of Commerce has blacklisted Chinese technology companies in an effort to cut off their access to parts and components made in the U.S.

The government should promote negotiation with the US, and try to restrict Washington from treating Huawei unfairly. It will be a setback for China's rise if Huawei, a high-tech giant among Chinese private enterprises, collapses under US pressure.