

# **Integrating Trade Intelligence Simulations into Higher Education: A Case Study Using TINA at Sultan Qaboos University**

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## **Abstract**

Developed by the United Nations Economic and Social Commission for Asia and the Pacific (UN-ESCAP), the Trade Intelligence and Negotiation Adviser (TINA) platform is a free professional tool of choice in trade policy analysis and negotiation preparation. This article explains the benefits of incorporating TINA in higher education at Sultan Qaboos University, whereby students simulate trade agreement-related economic benefits with different partners. Structured project assignment empowers the students with knowledge about the workings of trade in the real world. The assigned project also enhances the real comprehension of key economic concepts such as comparative advantage, tariff liberalization, and economic impact assessment. This hands-on methodology bridges theoretical legacies and applied skills that allow students actively to enumerate opportunities and challenges presented by bilateral trade based on data-driven insights. Results show that TINA has greatly improved the students' analytical ability and understanding of trade policy dynamics between country pairs. This study highlights the broader impact of integrating digital tools like TINA into higher education, offering a scalable approach to fostering critical thinking and hands-on learning in economic policy courses. It contributes to the growing conversation on using technology to advance teaching methods in economics and trade education.

## **Keywords**

Trade Education, TINA Simulations, Economic Analysis, Pedagogical Innovation, Trade Policy.

## **Biography**

**Dr. Osman Gulseven** is an Associate Professor of Natural Resource Economics and the WTO Chair at Sultan Qaboos University, Muscat, Oman. He earned his Ph.D. in Economics from North Carolina State University and specializes in finance and trade with a particular focus on World Trade Organization (WTO) policies. Dr. Gulseven has extensive experience in teaching and research, with a strong interest in integrating digital tools into pedagogy to enhance student learning outcomes. His current research includes examining food security in Oman, price transmission dynamics, and innovative teaching methodologies in international trade education. Dr. Gulseven represents Oman in the WTO Chairs Program, contributing to policy dialogue and academic research on global trade issues.