



## NEGOTIATION SKILLS

— Negotiate Smartly ... Achieve Sustainable Agreements —

A comprehensive and practical program designed to develop participants capabilities throughout all stages of the negotiation process, from preparation and planning to persuasion and influence, managing difficult negotiations, and building effective and sustainable agreements.



### PROGRAM DURATION

5 Weeks



### DAYS & TIME

Tuesdays & Thursdays

16:00 – 19:00



### NUMBER OF SESSIONS

10 Training  
Sessions



### TARGET AUDIENCE

Officers, Security Personnel,  
Legal Professionals,  
Financial Professionals



### VENUE

Fouad Chehab Academy  
for Leadership and  
Staff – Lebanon

### PROGRAM HIGHLIGHTS

- ✓ Negotiation Preparation & Planning and Environment Analysis
- ✓ Setting Objectives, Interests, Priorities & Understanding Parties
- ✓ Negotiation Strategies & Tactics and Choosing the Right Approach
- ✓ Effective Communication, Persuasion, Influence & Building Trust
- ✓ Handling Difficult Negotiations, Crises & Managing Pressure
- ✓ Evaluating Alternatives ( BATNA ) & Making Decisions
- ✓ Building Agreements and Resolving Conflicts & Delivering Results

Case Studies | Practical Exercises | Realistic Simulations  
and Applied Negotiation Scenarios



### WHY THIS PROGRAM?

- ✓ Develop negotiation skills applicable in real contexts
- ✓ Enhance your ability to influence and achieve objectives
- ✓ Manage conflicts and crises and turn them into opportunities
- ✓ Integrated methodology that combines theory and practice
- ✓ Benefit from practical experience and real-life practice



### CERTIFICATES & DIPLOMA

Upon successful completion, participants will receive:

A joint certificate issued and signed by:

- Research & Strategic Studies Center, Lebanese Armed Forces
- Faculty of Law and Political & Administrative Sciences, Lebanese University
- Union of Arab Banks
- Vidya Insight



**PARIS GRADUATE SCHOOL**  
Innovative Knowledge Institute

A Diploma from Paris Graduate School  
(Innovative Knowledge Institute) in Paris  
at no additional cost.

### SPECIAL OPPORTUNITY



Three outstanding participants  
will be selected to benefit from a  
three-week practical training (Stage)  
at the Union of Arab Banks.

A unique opportunity to gain  
hands-on experience within a  
leading Arab financial institution.

### REGISTRATION FEE

**USD 600**

(Includes all training materials,  
activities and certificates)



#### Special discount for

members of the Lebanese Armed Forces,  
students of the Lebanese University,  
and employees of the  
Union of Arab Banks.



For more information  
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