








THE ART OF NEGOTIATION

-  **Dates: September 17, 19, 24 & 26, 2024**
-  Time : 5:30 p.m. to 8.30 p.m. (Lebanon Time)
-  Number of hours : 12 hours
-  **Modality: In person**
-  **Training Fees: 180\$**

LEARNING OUTCOMES

By the end of this training, participants will be able to:

1. Distinguish between different types of negotiations.
2. Outline the key phases of a negotiation process.
3. Identify the skills needed for successful negotiation

MODULES

- Module 1: Introduction to negotiation
- Module 2: Key negotiation concepts
- Module 3: Strategies for mutual gain
- Module 4: Practice advanced negotiation skills



Ramy Boukhalil

Ramy Boukhalil, experienced in the FMCG sector, focuses on empowering SMEs as a consultant, trainer, and lecturer at ESA Business School. He emphasizes sustainable strategies and applies negotiation and different management principles to enhance organizational success.

Ramy Boukhalil is an expert trainer at the Professional Training Center of USJ.



 **For Registration : click here**

