

Webinar

Negotiation roadmap to a better deal



Walid Yazigi, PhD

Senior Consultant - Scotwork Middle East

Dr. Walid Yazigi is a Senior Consultant & Trainer. He is an HR expert, a businessman, a management consultant, a professional negotiator and an academic professor with over 25 years of experience in academic and continuous education and talent development. Dr. Yazigi is an expert in Banking, HR, Leadership, Training and Development including Career and Organizational Development.



Roger K. Darouni

Senior Consultant - Scotwork Middle East

A certified Scotwork consultant since 2007 with diversified experience in Negotiation Skills training and coaching to clients in different sectors FMCG, Insurance, Banking, Real Estate, Telecom, heavy industry, Media & Advertising. Roger is a marketing and communication professional experienced in the ME and African markets since 1984.

Learning Outcomes:

- The different ways to resolve Conflict
- A Preparation framework for all negotiations
- The importance of asking Questions
- The Power of Listening



Tuesday October 26, 2021

3:00 pm (Beirut Time)



Register here

Zoom Platerform



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