



# MASTERCLASS

## ART OF NEGOTIATION

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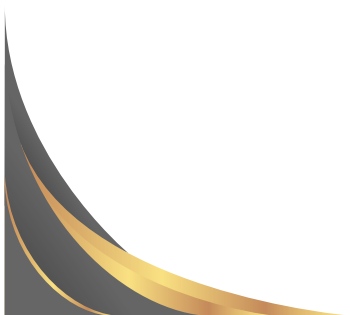
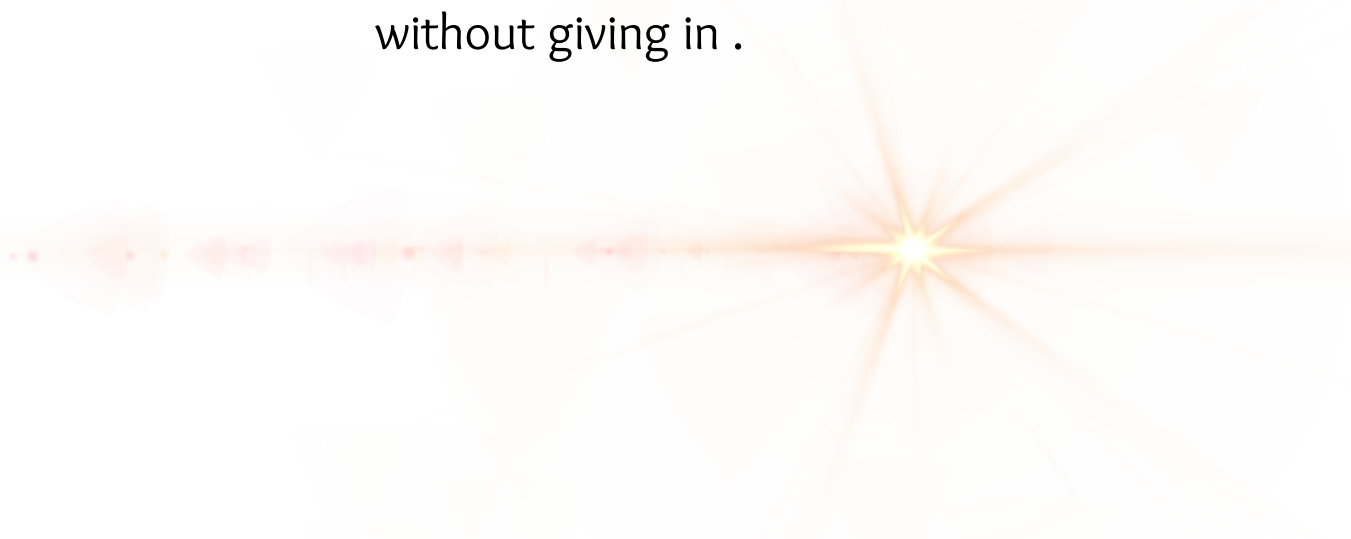
Senior Consultant  
Business Etiquette





Objective of the Masterclass in the Art of Negotiation is to equip participants with the skills, methods, and emotional intelligence to effectively navigate complex negotiations.

They will have a deep understanding of Negotiations Dynamics and gain a deep understanding of the fundamental principles of negotiation. Participants will learn to negotiate without giving in .



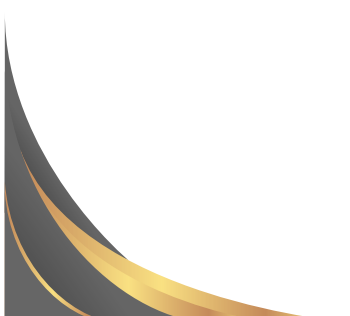


This Masterclass is ideal for each individual involved in discussions where outcomes are influenced by negotiations.

Anyone seeking personal development and would like to improve their ability to influence, persuade, or resolve conflicts in everyday situations (whether personal or professional ) can find value in this Masterclass .

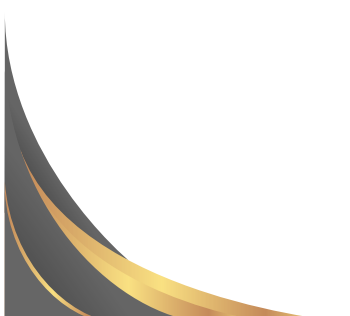


Who should attend?





Upon completion of the Masterclass , participants will become more confident and competent negotiators, capable of handling a wide range of scenarios in business, personal, or international contexts through building communications skills, developing strategic thinking , overcoming obstacles and practicing real-world scenarios.



Day 1

Mastering the art of Negotiation  
The method of principled Negotiation



Day 2

Negotiations tricks and tips &  
BATNA- Best alternative to a negotiated agreement

Emotional intelligence & the art of getting a yes



Day 3

Practice day and Cases Studies