Garnet
Garnet Global Training Center

GGT-EX-105

Executive Programs & Board Education

Executive Negotiation

التفاوض للتنفيذيين

Duration	Language	Formats	Hours	Level
5 or 10 days	**English or Arabic**	**Classroom, online, in-house**	**35 / 70**	**Leadership & strategy**

Overview

Senior participants in Executive Negotiation work on real strategic questions, test their thinking with peers and leave with decisions they can act on. Short, high-level programs for executives and board members on strategy, finance and governance. Choose 5 or 10 days, classroom or live online, English or Arabic; organisations can also run it in-house and adapt the examples to their own work.

What you will be able to do

- Set direction and priorities for Executive Negotiation in your organisation.
- Align people, structure and culture with strategy.
- Lead change and handle resistance constructively.
- Influence boards, peers and external stakeholders.
- Balance short-term results with long-term value.

Who should attend

C-suite executives, board members, senior government officials and owners. It is aimed at managers and executives who set direction and are accountable for results.

Key topics

- Strategy at the top
- Finance for executives
- Board effectiveness
- Leading transformation
- Risk oversight
- Peer learning

Formats and fees

5-day classroom	**USD 4,750**
5-day online	**USD 2,950**
10-day classroom	**USD 8,950**
10-day online	**USD 5,450**
In-house	**Quotation per group**

Fees per participant, excluding VAT.

Register or ask

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Email: info@garnettrainings.com

Training: training@garnettrainings.com

Web: garnettrainings.com

Sharjah Publishing City Free Zone, Sharjah, UAE

Certificate

Participants who attend at least 90% of sessions and complete the final assessment receive a certificate of completion stating 35 contact hours (5-day) or 70 contact hours (10-day).

5-day outline

Day 1 Strategic context of Executive Negotiation
- Risk oversight
- Regional and international case studies

Day 2 Setting direction and priorities
- Peer learning
- Strategy at the top

Day 3 Leading people through change
- Finance for executives
- Checklists and templates to take away

Day 4 Decisions, risk and stakeholders
- Board effectiveness
- Group discussion and peer review

Day 5 Leadership commitments and action plan
- Leading transformation
- Measurement and reporting

10-day outline

Day 1 Strategic context of Executive Negotiation
- Risk oversight
- Regional and international case studies

Day 2 Setting direction and priorities
- Peer learning
- Strategy at the top

Day 3 Leading people through change
- Finance for executives
- Checklists and templates to take away

Day 4 Decisions, risk and stakeholders
- Board effectiveness
- Group discussion and peer review

Day 5 Leadership commitments and action plan
- Leading transformation
- Measurement and reporting

Day 6 Advanced techniques and specialist practice
- Complex cases in depth
- Hands-on workshop on a workplace challenge

Day 7 Digital tools, data and automation
- Analysis tools and software
- Using AI in this field

Day 8 Benchmarking against international practice
- Global performance benchmarks
- Common mistakes and how to avoid them

Day 9 Capstone project
- Analyse a real challenge from your organisation
- Build the solution and implementation plan

Day 10 Presentations, final assessment and certificates
- Project presentations and review
- Final exam and certificate award

Schedule 2027–2030

Dates	Format	City	Language	Fee (USD)
7–18 Feb 2027	10-day classroom	Riyadh	Arabic	8,950
21–25 Jun 2027	5-day classroom	Abu Dhabi	Arabic	4,750
12–16 Jul 2027	5-day online	Live online	English	2,950
5–9 Dec 2027	5-day classroom	Manama	Arabic	4,750
12–16 Mar 2028	5-day classroom	Kuwait City	English	4,750
15–19 May 2028	5-day classroom	Dubai	English	4,750
16–27 Oct 2028	10-day online	Live online	Arabic	5,450
4–15 Dec 2028	10-day classroom	Singapore	English	8,950
1–5 Jan 2029	5-day online	Live online	English	2,950
11–22 Mar 2029	10-day classroom	Doha	English	8,950

Dates	Format	City	Language	Fee (USD)
16–20 Apr 2029	5-day classroom	Paris	English	4,750
1–5 Oct 2029	5-day classroom	Dubai	Arabic	4,750
14–25 Jan 2030	10-day online	Live online	Arabic	5,450
3–7 Mar 2030	5-day classroom	Muscat	English	4,750
15–19 Jul 2030	5-day classroom	Istanbul	English	4,750
3–14 Nov 2030	10-day classroom	Kuwait City	Arabic	8,950

Customised and in-house versions of this course are available on request. garnettrainings.com/en/customise/