Garnet
Garnet Global Training Center

GGT-ER-134

Entrepreneurship, SMEs & Family Business **Rare specialisation**

Exit Strategies & Business Sale

استراتيجيات التخارج وبيع الشركات

Duration	Language	Formats	Hours	Level
5 or 10 days	**English or Arabic**	**Classroom, online, in-house**	**35 / 70**	**Intermediate (practitioner)**

Overview

Exit Strategies & Business Sale focuses on how the work is actually done: the methods, checks and decisions practitioners use every day, illustrated with real cases from the region. Start, grow and govern businesses, from first idea to family succession. You can join a public session in one of 20 cities or live online, in English or Arabic, or bring the course in-house with examples from your own operations.

What you will be able to do

- Apply the methods and standards of Exit Strategies & Business Sale to real tasks.
- Avoid the mistakes that most often cause rework or failure.
- Share good practice with your team.
- Use the right tools, checks and calculations step by step.
- Diagnose common problems and identify root causes.

Who should attend

Founders, SME owners, family business members and innovation managers. Practitioners with one to five years of experience benefit most.

Key topics

- Business models and planning
- Funding and investors
- Growth and scaling
- Governance and succession
- Digital go-to-market
- Financial basics for owners

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 Exit Strategies & Business Sale: principles and standards

- Financial basics for owners
- Common mistakes and how to avoid them

Day 2 Methods and tools in practice

- Business models and planning
- Funding and investors

Day 3 Diagnosis and problem solving

- Growth and scaling
- Regional and international case studies

Day 4 Quality, safety and documentation

- Governance and succession
- Checklists and templates to take away

Day 5 Workshop, assessment and action plan

- Digital go-to-market
- Group discussion and peer review

10-day outline

Day 1 Exit Strategies & Business Sale: principles and standards

- Financial basics for owners
- Common mistakes and how to avoid them

Day 2 Methods and tools in practice

- Business models and planning
- Funding and investors

Day 3 Diagnosis and problem solving

- Growth and scaling
- Regional and international case studies

Day 4 Quality, safety and documentation

- Governance and succession
- Checklists and templates to take away

Day 5 Workshop, assessment and action plan

- Digital go-to-market
- Group discussion and peer review

Day 6 Advanced techniques and specialist practice

- Complex cases in depth
- Measurement and reporting

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
- Hands-on workshop on a workplace challenge

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)
4–8 Jan 2027	5-day online	Live online	Arabic	2,950
15–19 Mar 2027	5-day classroom	Amsterdam	English	4,750
4–8 Oct 2027	5-day classroom	Dubai	Arabic	4,750
15–26 Nov 2027	10-day classroom	Singapore	English	8,950
7–18 Feb 2028	10-day online	Live online	Arabic	5,450
2–6 Apr 2028	5-day classroom	Manama	Arabic	4,750
7–11 Aug 2028	5-day classroom	Geneva	English	4,750
10–21 Sep 2028	10-day classroom	Jeddah	English	8,950
4–15 Jun 2029	10-day classroom	Istanbul	English	8,950

Dates	Format	City	Language	Fee (USD)
16–20 Jul 2029	5-day classroom	Dubai	English	4,750
6–10 Aug 2029	5-day online	Live online	Arabic	2,950
16–20 Dec 2029	5-day classroom	Riyadh	English	4,750
13–17 Jan 2030	5-day classroom	Jeddah	Arabic	4,750
13–24 May 2030	10-day online	Live online	Arabic	5,450
21 Jul – 1 Aug 2030	10-day classroom	Manama	Arabic	8,950
2–6 Sep 2030	5-day classroom	Dubai	Arabic	4,750

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