Garnet
Garnet Global Training Center

GGT-GV-103

Diplomacy, International Relations & Policy

International Negotiation

التفاوض الدولي

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

Overview

International Negotiation turns established good practice into step-by-step methods that participants rehearse in exercises and then apply at work. Programs for diplomats, government officials and organisations working across borders. 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 International Negotiation to real tasks.
- Diagnose common problems and identify root causes.
- Interpret data and results correctly and act on them.
- Follow safe, compliant and documented work practices.
- Avoid the mistakes that most often cause rework or failure.

Who should attend

Diplomats, international relations officers, policy advisers and government liaison staff. Practitioners with one to five years of experience benefit most.

Key topics

- Diplomatic practice
- International law basics
- Negotiation and mediation
- Economic diplomacy
- Protocol and communication
- Case studies

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 International Negotiation: principles and standards

- Economic diplomacy
- Hands-on workshop on a workplace challenge

Day 2 Methods and tools in practice

- Protocol and communication
- Case studies

Day 3 Diagnosis and problem solving

- Diplomatic practice
- Common mistakes and how to avoid them

Day 4 Quality, safety and documentation

- International law basics
- Regional and international case studies

Day 5 Workshop, assessment and action plan

- Negotiation and mediation
- Checklists and templates to take away

10-day outline

Day 1 International Negotiation: principles and standards

- Economic diplomacy
- Hands-on workshop on a workplace challenge

Day 2 Methods and tools in practice

- Protocol and communication
- Case studies

Day 3 Diagnosis and problem solving

- Diplomatic practice
- Common mistakes and how to avoid them

Day 4 Quality, safety and documentation

- International law basics
- Regional and international case studies

Day 5 Workshop, assessment and action plan

- Negotiation and mediation
- Checklists and templates to take away

Day 6 Advanced techniques and specialist practice

- Complex cases in depth
- Group discussion and peer review

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
- Measurement and reporting

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)
14–18 Feb 2027	5-day classroom	Riyadh	English	4,750
1–12 Mar 2027	10-day classroom	Paris	English	8,950
13–17 Sep 2027	5-day online	Live online	Arabic	2,950
13–17 Dec 2027	5-day classroom	Casablanca	English	4,750
7–11 Feb 2028	5-day classroom	Istanbul	English	4,750
6–17 Mar 2028	10-day classroom	London	English	8,950
15–26 May 2028	10-day online	Live online	Arabic	5,450
11–15 Dec 2028	5-day classroom	Kuala Lumpur	English	4,750
11–15 Mar 2029	5-day classroom	Riyadh	Arabic	4,750

Dates	Format	City	Language	Fee (USD)
2–13 Apr 2029	10-day classroom	Barcelona	English	8,950
3–7 Sep 2029	5-day online	Live online	English	2,950
5–9 Nov 2029	5-day classroom	Singapore	English	4,750
12–23 May 2030	10-day classroom	Doha	English	8,950
1–5 Jul 2030	5-day classroom	Dubai	English	4,750
9–20 Sep 2030	10-day online	Live online	Arabic	5,450
10–14 Nov 2030	5-day classroom	Jeddah	English	4,750

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