Garnet
Garnet Global Training Center

GGT-GV-123

Diplomacy, International Relations & Policy

Trade Agreements & Negotiation

الاتفاقيات التجارية والتفاوض بشأنها

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

Overview

Trade Agreements & 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. It runs as a 5-day or 10-day program in English or Arabic, in classrooms in Dubai, Riyadh, Cairo, London, Istanbul and other cities, or live online, and can be delivered in-house.

What you will be able to do

- Apply the methods and standards of Trade Agreements & Negotiation to real tasks.
- 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.
- Share good practice with your team.

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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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 Trade Agreements & Negotiation: principles and standards

- International law basics
- Common mistakes and how to avoid them

Day 2 Methods and tools in practice

- Negotiation and mediation
- Economic diplomacy

Day 3 Diagnosis and problem solving

- Protocol and communication
- Regional and international case studies

Day 4 Quality, safety and documentation

- Case studies
- Checklists and templates to take away

Day 5 Workshop, assessment and action plan

- Diplomatic practice
- Group discussion and peer review

10-day outline

Day 1 Trade Agreements & Negotiation: principles and standards

- International law basics
- Common mistakes and how to avoid them

Day 2 Methods and tools in practice

- Negotiation and mediation
- Economic diplomacy

Day 3 Diagnosis and problem solving

- Protocol and communication
- Regional and international case studies

Day 4 Quality, safety and documentation

- Case studies
- Checklists and templates to take away

Day 5 Workshop, assessment and action plan

- Diplomatic practice
- 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)
14–18 Feb 2027	5-day classroom	Cairo	English	4,750
14–18 Jun 2027	5-day online	Live online	English	2,950
12–16 Sep 2027	5-day classroom	Jeddah	English	4,750
4–15 Oct 2027	10-day classroom	London	English	8,950
21 Feb – 3 Mar 2028	10-day online	Live online	Arabic	5,450
12–16 Jun 2028	5-day classroom	Abu Dhabi	Arabic	4,750
1–12 Oct 2028	10-day classroom	Jeddah	Arabic	8,950
12–16 Nov 2028	5-day classroom	Riyadh	English	4,750
19–23 Feb 2029	5-day online	Live online	English	2,950

Dates	Format	City	Language	Fee (USD)
11–22 Jun 2029	10-day classroom	Singapore	English	8,950
21–25 Oct 2029	5-day classroom	Cairo	Arabic	4,750
12–16 Nov 2029	5-day classroom	Abu Dhabi	English	4,750
17–28 Jun 2030	10-day online	Live online	Arabic	5,450
12–16 Aug 2030	5-day classroom	Abu Dhabi	Arabic	4,750
17–28 Nov 2030	10-day classroom	Manama	English	8,950
9–13 Dec 2030	5-day classroom	Casablanca	English	4,750

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