

Online Training Program

Scotwork Virtual Advancing Negotiation Skills (VANS)



Walid Yazigi, PhD

Dr. Walid Yazigi is a Senior Consultant & Trainer. He is an HR expert, a businessman, a management consultant, a professional negotiator and an academic professor with over 25 years of experience in academic and continuous education and talent development. Dr. Yazigi is an expert in Banking, HR, Leadership, Training and Development including Career and Organizational Development.



Roger K. Darouni

A certified Scotwork consultant since 2007 with diversified experience in Negotiation Skills training and coaching to clients in different sectors FMCG, Insurance, Banking, Real Estate, Telecom, heavy industry, Media & Advertising. Roger is a marketing and communication professional experienced in the ME and African markets since 1984.



Start date: Monday November 9, 2021

End date: Thursday December 2, 2021

4 Days | From 8:30am to 1:30pm (Beirut Time)

ABOUT THE COURSE

Our team of expert negotiators will help you learn critical negotiation skills directly from their remote workspace – home or otherwise, anywhere in the world. All participants are live and connected in an immersive, engaging online environment. All you need is a connected device, access to the internet, and a comfortable environment. We'll take care of the rest.

KEY BENEFITS

Participants will be able to:

- Learn negotiating “street skills” and then apply them in a virtual setting utilising an abundance of technology, including our online preparation tool and negotiation toolkit.
- View their performance in a video replay and receive critical feedback from Scotwork’s experienced negotiators.
- Leave this course ready to negotiate in any setting virtual or otherwise.

The course itself consists of four days of immersive training. It's intensive but great fun. Part theory, but with an emphasis on live exercises and case-plays, the course fully prepares you for the challenges of real-world negotiation.



Registration : [Click here](#)



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