



# Negotiation Skills for International Business



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## OVERVIEW

This workshop prepares participants to lead and participate in international business negotiations with clarity, cultural fluency, and strategic confidence. It emphasizes preparation, relationship-building, and adaptable tactics that respect local norms while advancing institutional interests. Participants will sharpen their ability to manage complexity, navigate cultural sensitivities, and secure agreements in global settings marked by both opportunity and ambiguity.

## Audience

Designed for executives, international business developers, commercial attachés, trade negotiators, legal advisors, multinational project managers, procurement specialists, and leaders engaged in cross-border partnerships, joint ventures, or diplomatic-commercial interactions.

## Instructors

Led by international negotiation experts, global business strategists, and cross-cultural communication consultants with extensive experience in multilateral negotiation, international trade, and commercial diplomacy. Instructors offer applied techniques drawn from international casework and negotiation theory.

**Register Now**



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**Available in English  
and Arabic**