

---

## CIFAL Lebanon - Mastering Dialogue and Decision Making in the AI Era

### Personas

Plazo: 6 Ene 2026

---

Tipo:	Course
Ubicación:	Beirut, Lebanon
Fecha:	7 Ene 2026 to 29 Abr 2026
Duración:	16 Days
Área del programa:	Decentralize Cooperation Programme
Sitio web:	<a href="https://api.aust.edu.lb/content/uploads/files/Mastering-Dialogue-and-decision-m...">https://api.aust.edu.lb/content/uploads/files/Mastering-Dialogue-and-decision-m...</a>
Precio:	1.600,00 US\$
Correo Electrónico del Centro de Coordinación del Evento:	info@cifal-lebanon.com
Colaboración:	CIFAL Lebanon

---

### ANTECEDENTES

In an increasingly complex global environment shaped by rapid technological advancement and the growing influence of artificial intelligence, effective dialogue, ethical decision-making, and constructive negotiation have become essential skills across sectors. This professional diploma programme CGN.2025.001/QA FORM responds to the need for structured capacity-building in

negotiation, persuasion, and decision-making, while addressing the opportunities and risks introduced by AI-driven tools. Delivered by the American University of Science and Technology in collaboration with CIFAL Lebanon, the programme aligns with the United Nations Sustainable Development Goals (SDGs) by promoting peaceful dialogue, ethical practices, inclusive decision-making, and responsible use of emerging technologies. CIFAL Lebanon's involvement ensures that the programme integrates a global development perspective consistent with UNITAR's capacity-building mandate.

## OBJETIVOS DEL EVENTO

- To strengthen participants' negotiation and dialogue skills for professional and institutional contexts.
- To enhance decision-making capabilities in complex, high-stakes, and cross-cultural environments.
- To introduce ethical and responsible applications of artificial intelligence in negotiation and decision-support processes.
- To promote values of dialogue, cooperation, and partnership in line with the Sustainable Development Goals.

## OBJETIVOS DEL APRENDIZAJE

- Apply core negotiation principles to achieve value-driven and collaborative outcomes
- Navigate conflicts and decision-making processes using structured, ethical frameworks
- Analyse and adapt negotiation strategies across cultural and institutional contexts
- Understand the role of artificial intelligence in negotiation and decision-making, including associated ethical considerations
- Strengthen partnership-building skills relevant to public, private, and civil society settings

## CONTENIDO Y ESTRUCTURA

The programme consists of four courses, delivered over four months:

1. Negotiation Fundamentals: Building the Foundation
2. Strategic Negotiation: Advanced Techniques for Success
3. Applied Negotiation: Real-World Problem Solving
4. AI in Negotiations: Strategies, Tools, and Ethics

Each course combines conceptual frameworks with applied learning, case discussions, and practical exercises.

## **METODOLOGÍA**

- Expert-led lectures and facilitated discussions
- Practical simulations and role-playing exercises
- Case studies based on real-world negotiation scenarios
- Interactive group work and peer feedback
- Applied learning activities linking theory to professional practice

## **PÚBLICO OBJETIVO**

- Professionals working in business, governance, international development, and civil society.
- Managers and decision-makers involved in negotiation, partnerships, or stakeholder engagement.
- Early- to mid-career professionals seeking to strengthen dialogue and decision-making skills.
- Individuals interested in the intersection of AI, ethics, and leadership.