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

People

Deadline: 6 Jan 2026

Type:	Course
Location:	Beirut, Lebanon
Date:	7 Jan 2026 to 29 Apr 2026
Duration:	16 Days
Programme Area:	Decentralize Cooperation Programme
Website:	

https://api.aust.edu.lb/content/uploads/files/Mastering-Dialogue-and-decision-m...

Price:	$1,600.00
Event Focal Point Email:	info@cifal-lebanon.com
Partnership:	CIFAL Lebanon

BACKGROUND

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.

EVENT OBJECTIVES

- 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.

LEARNING OBJECTIVES

- 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

CONTENT AND STRUCTURE

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.

METHODOLOGY

- 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

TARGETED AUDIENCE

- 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.