



**Virtual Training Workshop on
MSMEs Trade Negotiation Techniques
Program (GMT)**

| February 23 rd , 2022 | |
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| 9:00-9:20 a.m. | Welcoming Speech of the Director-General of ICDT Presentation of the trainer and the Program |
| 9:20-10:30 a.m. | Session I <ul style="list-style-type: none">• Understanding Negotiation.• Getting Prepared and laying the groundwork.• Negotiation techniques.• Dealing with difficult issues. Questions & answers |
| 10:30-10:40 a.m | Coffee break |
| 10:40-11:45 a.m. | Session II <ul style="list-style-type: none">• Exchanging Information what to share and what to keep to yourself.• Bargaining techniques.• Closing the negotiation at the right time. Questions & answers |
| 11:45 a.m. -12:00 p.m. | Closing remarks of ICDT |