

Phase II

- *Activity III* - Training in Negotiations

Part of the project envisaged a two-day training workshop aimed at strengthening negotiation capacities targeting mainly key leaders in the Georgian wine sector, including representatives from both the public sector (Ministry of Agriculture, SAMTREST) and the private sector (representatives of producers and wineries). The seminar exposed participants to key concepts in negotiation theory and practice through a combination of group exercises and simulations and lectures. The methodology used emphasized the practice of negotiation. Experience was an essential element of this workshop as participants took part in exercises and simulations designed to adapt the theory to practice that can respond to the specific problems that they have identified. Attached is the Agenda and list of participants.