

## Turkmenistan Delegation Completes Advanced Certification Program in Negotiation from The Negotiation Institute

*Prepares Turkmenistan for Enhanced Global Trade and Business Initiatives*

NEW YORK, May 20, 2014 — As Turkmenistan seeks to increase engagement with foreign business partners, the country turned to U.S.-based firm The Negotiation Institute (TNI) to customize a comprehensive training program based on international best practices. The Certification Program in Advanced Negotiation provided a comprehensive curriculum in influence and negotiation strategies and dispute resolution. Modules included skills and tactics in internal environment to complex bargaining that occurs within, among and against government entities, nations and international organizations. The Certification will aid Turkmenistan in its efforts to develop an open and diverse economy through macroeconomic stability, improved competitiveness and entrance into the World Trade Organization.

Located in Central Asia, Turkmenistan borders Kazakhstan, Uzbekistan, Afghanistan, Iran and the Caspian Sea. Despite its rich history, Turkmenistan is a relatively young state, declaring its independence in October 1991 following disintegration of the former Soviet Union. Today Turkmenistan is one of the world's fastest growing economies, rich in oil and natural gas with cotton its major agricultural product. President Gurbanguly Berdimuhamedov has placed great emphasis on foreign economic relations and foreign trade and declared an "open door" trade policy.

The Turkmenistan delegation included members of the Foreign Affairs, Finance, Economy and Education Ministries, as well as representatives from the State Service Academy and National Institute of Manuscripts of the Academy of Sciences of Turkmenistan.

"It was important for us to become familiar with negotiation best practices not only on an international, but also advanced and sometimes industry-specific, level," said a member of the delegation. "With memorable sessions in presentation skills and regulatory affairs as well, the Certification Program was truly comprehensive. What we've learned from these sessions will help us with every aspect of our jobs, in both internal and external contexts—it was very enlightening."

TNI was enlisted by the QED Group, LLC (QED), a full-service international consulting firm. QED is implementing the US Agency for International Development's (USAID) Turkmenistan Governance Strengthening Project (GSP), which supports national reforms through a mix of strategic technical and capacity building assistance activities.

"What guided us in selecting The Negotiation Institute for this assignment was their depth of capabilities and customization of the agenda," said a spokesperson for QED. "They have a global reputation for providing outstanding negotiation training, even in very specialized circumstances."

"The Negotiation Institute, in conjunction with the QED Group, is proud to be working with the Turkmenistan government. They are deeply committed to investing in human capital, building leadership, workforce and agency capability," said TNI Chairman Jack Simony.

### About The Negotiation Institute

Founded in 1966, The Negotiation Institute (TNI) provides onsite corporate training designed to provide executives a competitive advantage in today's global marketplace. Having pioneered the art of modern negotiation, the Institute legacy and depth of experience enables us to provide clients with unparalleled training solutions across a variety of executive competencies— negotiation, high-performance sales, procurement, supply chain management, leadership and presentation skills et al. The TNI commitment to excellence is supported by a global faculty of thought leaders and business experts with deep industry experience. Through the Blue Ocean Conferences division, TNI hosts annual conference events that enable professionals and vendors to network with and learn from each other. To learn more, please visit us at [www.negotiation.com](http://www.negotiation.com).

### About QED Group

The QED Group, LLC, is a full-service international consulting firm committed to solving complex global challenges through innovative solutions. The company provides clients with best-value services so they increase their efficiency, learning capacity, and accountability to the public in an ever more complex and interconnected world. Through these practice areas, QED works to maximize clients' return on investment through accountability, continuous learning, and sound management. QED collaborates and partners with major global donors to help them meet their goals to improve development outcomes.

For Further Information Contact:

TNI Contact: Dawn Pratt, 212-796-5600, [dpratt@negotiation.com](mailto:dpratt@negotiation.com); The Negotiation Institute, One Penn Plaza, New York, NY 10119

QED Contact: Arslan Penjiyev, +993 12 927 837; [APenjiyev@qedgroupllc.com](mailto:APenjiyev@qedgroupllc.com)