

# ALON EFRAT

## Curriculum Vitae

### Personal Details

- Alon Efrat, 1970, Israel
- [alonefrat01@gmail.com](mailto:alonefrat01@gmail.com), +972-58-5357007

### Languages

- **Hebrew** - mother tongue; **English** - very proficient; **Arabic** - proficient

### Professional Experience

#### Owner & CEO, AE Consulting Services, Israel, 2017- current

- **Consultant and training facilitator in the business and public sectors:** Interface management, business negotiation, conflict resolution
- **Business Negotiation Lecturer, Tel Aviv university:** Developing and lecturing sessions at the faculty of law

#### Colonel, Israel Intelligence Forces, 1998-2017

- Managed interdisciplinary technological projects which included leading a team of direct and indirect reports, in various locations worldwide
- Lead a training team. Formed and implemented a training curriculum for trainees from diverse professional and cultural backgrounds

### Education

College of Management Academic Studies, Israel, B.A. (Magna cum laude) Economics and Business Administration, 1994-1998

Bar-Ilan University, Israel, M.A. (cum laude) Conflict resolution and negotiation, 2009-2010

Alexandru Ioan Cuza University of Iasi, Department of Economics and business administration, Romania, PhD program, 2020-current

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### Scientific Publications

Efrat, A. (2023). Improving interpersonal communication skills through adaptive training - influences of negotiation styles, perception of trust and personality traits- Findings from preliminary statistical analysis.

Efrat, A. (2022). Reviews of Literature Regarding Interpersonal Skills and the Workplace Cover the years 2011-2021. [online] nis.seaopenresearch.eu. Available at: <https://nis.seaopenresearch.eu/volume-x> [Accessed 10 Aug. 2022]. VOLUME X (2022)

Efrat, A. (2021). The inter relationship amid characteristics of flexibility and bargaining styles with the perceived value gained amongst high-tech business sectors. published in "Review of Economic and Business Studies" Volume XIV, Issue no. 1/June 2021

### Conferences Presentations

GEBA International conference, 2023, Iasi University, Romania: "The effect of personality characteristics on the development of interpersonal communication skills through one-time training"

GEBA International conference, 2023, Iasi University, Romania: " Being soft in hard times - how can we better teach interpersonal communication skills?"

GEBA International conference, 2022, Iasi University, Romania: "Improving interpersonal communication skills through adaptive training - influences of negotiation styles, perception of trust and personality traits- Findings from preliminary statistical analysis"

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