

# NEGOTIATION AND INFLUENCE GRADUATE CREDIT CERTIFICATE PROGRAM

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## Learning Outcomes

- Graduates will be able to demonstrate competency in the foundational concepts and practices of effective negotiation
- Graduates will learn the how to prepare for a negotiation, including identifying their (and their counterparts') interests, effectively operationalize and quantify their interests, and develop a strategy for engaging in a successful negotiation
- Graduates will learn about the ethical challenges associated with negotiation
- Graduates will be able to demonstrate competency in managing various multiparty negotiation contexts, including third-party interventions
- Graduates will learn about the sources of power and be able to effectively manage downwards, horizontally, and upwards
- Graduates will learn how to influence without power, and demonstrate this capability