

NEGOTIATION MASTERY CERTIFICATE

eCornell LSM575	Power Dynamics and Ethics in Negotiation	0
eCornell LSM576	Complex Negotiation	0

Program Description

Learning how to negotiate effectively is an important skill to have in business and in life. By becoming a better negotiator, you are more likely to make the deal you want, get a better job offer, and create further value. This certificate program will help you improve your negotiation abilities by introducing you to relevant tools and terminology, as well as practical negotiation tactics. Throughout the courses, you will have a chance to review and analyze real-world case studies, engage in live, active negotiation exercises with a peer in your class, and learn how to combine different negotiation techniques for the best results. Ultimately, you'll come away better prepared to achieve your desired outcomes in any business situation — a skill that will pay off for life.

Key Takeaways

- Master essential negotiation tactics that create the best outcomes
- Develop integrative negotiation skills for collaborative problem-solving
- Manage emotions in negotiations
- Reduce uncertainty and mitigate risk during negotiation
- Manage power dynamics and ethical challenges during a negotiation
- Handle complex negotiations with creative solutions

What You'll Earn

- Negotiation Mastery Certificate from Cornell SC Johnson College of Business
- 60 Professional Development Hours (6 CEUs)

Who Should Enroll

- Individual contributors
- Leaders and managers
- Executives
- Procurement and contracts professionals
- Anyone who wants to become a better negotiator in business and in life

Total Investment

- 5 months to complete all the courses

How to Enroll

For more information on how to enroll, please visit Negotiation Mastery Certificate (<https://ecornell.cornell.edu/certificates/leadership-and-strategic-management/negotiation-mastery/>).

Courses

Code	Title	Hours
eCornell LSM571	Introduction to Negotiation	0
eCornell LSM572	Integrative Negotiation	0
eCornell LSM573	Psychology of Negotiation	0
eCornell LSM574	Preparing for a Negotiation	0