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Graduate Certificate in Negotiation and Influence

Develop the skills to negotiate effectively and utilize your influence to construct profitable agreements, gain support, close a deal, and implement solutions with Penn State's 9 credit Graduate Certificate in Negotiation and Influence. You will have the opportunity to refine those skills by learning:

- › foundational concepts and practices of effective negotiation
- › negotiation preparation, including identification of personal interests and development of a negotiation strategy
- › competency in managing various multiparty negotiation contexts, including third party interventions
- › sources of power and the ability to effectively manage downward, horizontally, and upward

Learn more at: worldcampus.psu.edu/negotiate



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In addition to being an excellent stand alone credential, the credits in this graduate certificate can be applied toward the Negotiation and Influence concentration of the Master of Business Administration (MBA), Master's in Corporate Innovation and Entrepreneurship, or the Master's in Strategic Management and Executive Leadership, if you apply to and are granted admission to one of these competitive degree programs.

Learn more at: worldcampus.psu.edu/negotiate



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About Penn State Smeal College of Business

The internationally ranked Penn State Smeal College of Business carries the elite AACSB accreditation, an honor reserved for the top 5% of business schools worldwide. As an online student, you have access to the same world-class faculty who teach in Smeal's resident programs.



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About Penn State World Campus

Penn State World Campus has for years been consistently ranked as a top-10 provider of online degrees by *U.S. News & World Report*. We partner with numerous Penn State academic colleges to offer more than 150 high-quality degree and certificate programs online.

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