NEGOTIATION AND INFLUENCE GRADUATE CREDIT CERTIFICATE PROGRAM

Certificate Requirements

Requirements listed here are in addition to requirements listed in Graduate Council policy GCAC-212 Postbaccalaureate Credit Certificate Programs (https://gradschool.psu.edu/graduate-education-policies/gcac/gcac-200/gcac-212-postbaccalaureate-credit-certificate-programs/).

Code	Title	Credits
Required Courses		
BA 805	Negotiation Theory and Skills	3
MGMT 821	Complex Negotiations	3
MGMT 565	Power and Influence	3
Total Credits		**9**