

NEGOTIATION AND INFLUENCE GRADUATE CREDIT CERTIFICATE PROGRAM

Person-in-Charge	Stephen Humphrey
Program Code	NEGINF
Campus(es)	World Campus

The Graduate Certificate in Negotiation and Influence is offered by the Smeal College of Business. The Negotiation and Influence certificate covers basic to advanced content on negotiation skills, delivering students a combination of negotiation theory, case discussion, and hands-on trial and error learning in an effort to identify, refine, and develop negotiation capabilities. The Negotiation certificate will provide students with knowledge, skills, and practical tools for developing the critical social relation capabilities necessary for success at work.

Course content focuses on: (1) the development of critical dyadic negotiation knowledge and skills; (2) refinement of the skills in an expansion to a multiparty context; (3) helping students identify and gain sources of power at work; and (4) learn how to influence others both with and without the use of power.

Effective Semester: Spring 2019
Expiration Semester: Spring 2024