



3-Kurse

Effective Communication
for Today's Leader

Negotiation Skills and
Effective Communication

Negotiation Strategies and
Styles



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Sebastian Kamilli

hat die Online-Spezialisierung ohne Anrechnung erfolgreich abgeschlossen

Leadership and Negotiation Skills

This Specialized Program is aimed at leaders who are interested in consolidating their negotiation and communication skills, applying communication techniques that improve relationships and favor cooperation between the parties involved. Through 3 courses, develop your skills to analyze the "social" perspective of a negotiation and its impact on successful agreements, identify and develop the most important communication skills: assertiveness and empathy, and learn the different styles and strategies of negotiation based on the expected results and their impact on the relationship between the parties involved.

The online specialization named in this certificate may draw on material from courses taught on-campus, but the included courses are not equivalent to on-campus courses. Participation in this online specialization does not constitute enrollment at this university. This certificate does not confer a University grade, course credit or degree, and it does not verify the identity of the learner.

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