

CERTIFICATE

School year 2021-2022

Mastering Negotiation: Beyond Winning Program for Experienced Negotiators

Aleksi Komulainen

has successfully completed the “Mastering Negotiation: Beyond Winning” program organized by Sopus Academy between 26.03.2022 - 02.04.2022.

The course is based on the following themes:

- Power dynamics in negotiations
 - Negotiation tactics for influence
 - Job interview simulation
 - Multi-sided email negotiations
 - Introduction to game theory
 - Role of trust in negotiations
 - Mutual Gains Approach
 - Cultural dynamics & sustainability
 - Group negotiation with individual agendas
 - Advanced group negotiation exercises with individual agendas
- ... and having fun together!

Semih Ersöz

**Chief Executive Officer
Sopus Academy**

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