

# CERTIFICATE

School year 2021-2022

## Program: Resolving Differences through Negotiation

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**Alexi Erik Juhani Komulainen**

has successfully completed the program “Resolving Differences through Negotiation”  
organized by Sopus Academy and Aalto University Junior  
between 20.11.2021 - 27.11.2021.

The course is based on the following themes:

- Fundamentals of negotiations
  - Preparation for solo and team negotiations
  - Analysis of the power dynamics in negotiations
  - Psychological tools and tactics in communication
  - Business communication skills in English
  - Teamwork skills and enforcing co-operation
  - Creative thinking
  - Importance of listening
  - International communication dynamics in negotiations
  - Collaboration and teamwork in a completely online environment
- ... and having fun together!

**Semih Ersöz**

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Chief Executive Officer  
Sopus Academy

**sopu**  
academy

**Heidy Tiits-Tikkanen**

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Coordinator, Art, Design and Business  
Aalto University Junior

**A!** Aalto University  
**OPU ACADEMY**  
**JUNIOR**