

CERTIFICATE

School year 2021-2022

Program: Resolving Differences through Negotiation

Thomas Patrik Wirta

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

Chief Executive Officer
Sopus Academy

sopu
academy

Heidy Tiits-Tikkanen

Coordinator, Art, Design and Business
Aalto University Junior

A! Aalto University
AALTO UNIVERSITY
JUNIOR