



Graduate Certificate in Negotiation and Influence



PennState
World Campus

A world of possibilities.
Online.

Negotiation and Influence Graduate Certificate

The 9-credit Graduate Certificate in Negotiation and Influence, offered 100% online through Penn State World Campus, explores the skills needed to gain support for your ideas, influence the outcome of negotiations, and successfully implement your solutions. This program can help you learn to identify personal interests and gives you the opportunity to practice strategies through multi-party negotiation scenarios.

Students in this program can learn to:

- › harness sources of power and the ability to effectively manage downward, horizontally, and upward
- › navigate traditional and interest-based negotiations to create value and prepare successful agreements
- › understand and ethically wield organizational power and influence
- › manage multi-party negotiations and interventions
- › address complex ethical issues in negotiation strategies



Online Learning through Penn State World Campus

To make it easy to customize a learning path unique to your career aspirations and busy schedule, the Graduate Certificate in Negotiation and Influence is offered 100% online by Penn State World Campus in partnership with the Penn State Smeal College of Business.

Your online learning experience will be enhanced by meaningful faculty interactions, collaborative group projects, access to instructional resources, and dedicated academic advising and support services. Upon successful completion of the program requirements, you will receive a formal certificate identical to one received by a resident Penn State student.

Program Curriculum

The Graduate Certificate in Negotiation and Influence is a 9-credit, three-course online program designed to blend in-depth information about negotiations, power, and influence with hands-on, trial-and-error learning to help you develop strong negotiation skills.

Required courses (9 credits):

Negotiation Theory and Skills

An overview of the difference between traditional (distributive) bargaining and interest-based (integrative) negotiations; learn to identify your own and others' interests, create and claim value, and craft constructive agreements for all parties.

Power and Influence

Assess individual and organizational sources of power and influence and learn to ethically wield influence.

Complex Negotiations

Introduces the theory and practice of negotiation within complex, multi-party negotiations.

To learn more about the Graduate Certificate in Negotiation and Influence, please visit:

worldcampus.psu.edu/negotiate



Apply Today

To pursue the Graduate Certificate in Negotiation and Influence, review the program's admission requirements and complete the online application at:

worldcampus.psu.edu/negotiate

Did You Know?

- › The courses in this program were developed by the same respected Penn State faculty who teach on campus.
- › Penn State online degrees are identical to those earned by resident students.
- › You can pick from two start dates each year, work on weekly assignments at your preferred pace, and create a personalized path to completion that fits into your busy schedule.



Program Benefits

World-Class Education

This program is delivered in partnership with the Penn State Smeal College of Business, which carries the elite AACSB accreditation, an honor reserved for the top 5% of business schools worldwide.

Support Services

You will have access to a full array of support services, including scheduling assistance, career counseling, and 24/7 technical support. As a globally recognized leader in online education, Penn State World Campus understands the unique needs of adult learners.

Rapid ROI

Online graduate certificate programs from Penn State are designed to provide fundamental knowledge rapidly and efficiently.

A Head Start toward a Master's Degree

Some or all credits earned for this certificate can be applied toward a master's degree in strategic management and executive leadership, corporate innovation and entrepreneurship, or business administration if you apply and are accepted into the respective program.

Contact Us

Program Questions

Penn State Smeal College of Business
Professional Graduate Programs Office
Phone: 814-865-5290
neginf@smeal.psu.edu

Admissions Questions

worldcampus@psu.edu
Phone: 814-863-5386
worldcampus.psu.edu/admissions



PennState
World Campus



PennState
Smeal College
of Business

The Pennsylvania State University
128 Outreach Building
University Park, PA 16802



@psuworldcampus



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