

Grow your career.
Level up for the future.

Certificate in Advanced Negotiations

Make a deal they can't refuse.



Schulich
School of Business
Executive Education

YORK U





Certificate in Advanced Negotiations

Negotiate successful outcomes in any situation.

Having the confidence to ask for what you want, regardless of your level of authority, is a powerful skill with many benefits: improved productivity, stronger relationships, better solutions, and career resiliency to adapt to change.

Grow your career.
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12 hours of study



Book this program [online](#)

Certificate in Advanced Negotiations

This engaging program will build your negotiating and influencing skills quickly, using simulated negotiation role-plays, viewing and analyzing professional videos, negotiating self-assessments, templates, and checklists, individual and group breakout activities, debates, case studies, and facilitator and peer feedback. It will challenge you in real time to plan, strategize, observe, respond, and adapt quickly in a variety of settings: virtually, in-person, and hybrid.



12 hours of study



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Program Highlight



12 Hours of Study

Rich learnings in just 12 hours of study



Applicable Skills

Use proven techniques in real-time negotiations



Interactive

Hands-on and participatory

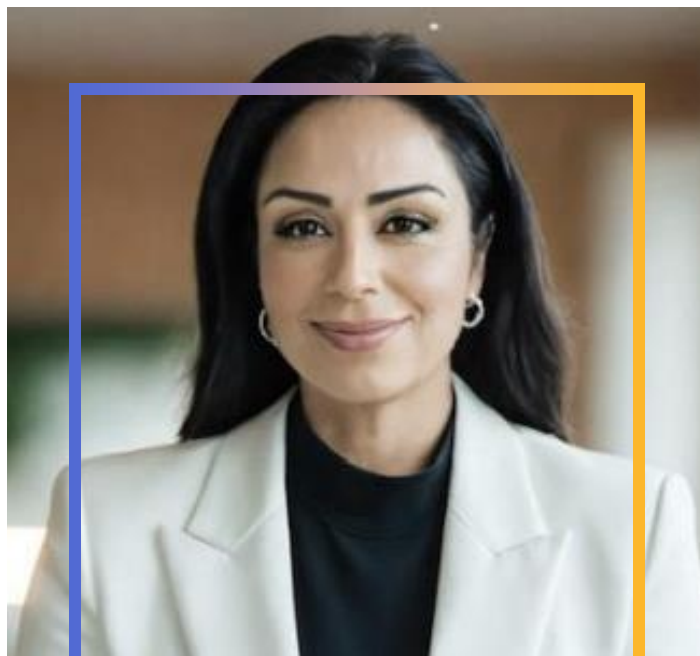


Digital Badge

Receive an authentic digital badge from Canada's top-ranked business school



Program Faculty



Rozita Moazemi

Rozita Moazemi is a seasoned management consultant with over 14 years of experience leading change management, talent strategy, and large-scale organizational transformations across industries. She is the Managing Director of K&K Advisors and an Adjunct Professor at the Schulich School of Business. Rozita holds an MBA from Schulich, a Master's in Organizational Psychology from King's College London, and a BSc in Psychology from the University of Toronto. Her background includes senior roles at Deloitte and CBRE, and she is the founder of The Giving Hand, a not-for-profit supporting children in need.



A great program that puts theory into practice with real-life situations. The skills learned here can be applied to all aspects of business and personal dealings.

G. Broadway

Product Manager, AstraZeneca Canada Inc.

The curriculum was perfect for teaching key concepts and flowing into more complicated ones.

M. Burleigh

Relationship Manager, Investment Planning Counsel



Program Content



Module 1: The Power of Influence

Participants explore the distinction between influencing and informing, review the four phases of effective influence, and identify personal sources of power. Through discussion and real-life examples, they practice strategies for influencing with and without authority.

Module 2: Negotiation as Influence

This session introduces negotiation as an influencing process. Participants learn the four stages of negotiation, apply preparation tools, and complete a negotiation style assessment. Activities focus on recognizing different negotiation styles and adapting to others through role-play and reflection.

Module 3: Mastering Competitive Negotiations

The focus shifts to handling high-stakes and competitive situations. Participants examine the effective use of the 'forcing' style, practice countering hardball tactics, and analyze resistance in negotiations. They also connect change management science to influencing others toward acceptance.

Module 4: Building Collaborative Success

The final session emphasizes trust and collaboration. Participants practice constructive disagreement, explore how to achieve win-win results, and engage in a program wrap-up with reflection, action planning, and next steps for applying skills back at work.

Who Will Benefit



Aspiring Leaders

Prepare for a leadership role across industries such as project management, business development and systems with practical techniques for workplace negotiation and communication skills.



Mid-Career Leaders

Current team leads in various positions, such as supervisor, specialist, and manager will gain negotiation skills to advance to senior leadership roles.

Completion **Benefits**



Certificate

Provided upon completing a longer program that may comprise several badges signifying a more extensive skill set.

After completing the Certificate in Advanced Negotiations program, you'll receive an authentic digital badge from the top-ranked business school in Canada that employers will recognize.

As more and more companies look for candidates with specific skills, this badge on your CV will be a credible assurance of your achievements and expertise, allowing the right roles to find you faster.

About Schulich ExecEd

At Schulich ExecEd, the professional development arm of the world class Schulich School of Business, all our programs are non-degree, mid-career acclaimed qualification that employers recognize and that you can add to your CV.

We provide:

- Short programs that build an individual business' skill that have industry recognized credentials for that skill
- Certificate programs build a wider skill set with a number of key skills
- Masters Certificates are an intense dive into Leadership, Management or specific Business skillsets. This is our highest mid-career professional development business school certification

Key Stats:

- Ranked #1 business school in Canada
- Ranked #12 in global MBA ranking
- Educated over 80,000 professionals across the world.
- Delivered over 4,000 programs virtually and in-person
- 96% of our graduates used knowledge or skills from the program on the job
- 87% of our graduates reported improved job performance
- Worked with over 500 companies worldwide

Over 450 leading faculty in areas of management, leadership, communications, finance, marketing, business development and strategy





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