



4 Courses

Negotiation Fundamentals

International and Cross-Cultural Negotiation

Mediation and Conflict Resolution

Negotiation, Mediation, and Conflict Resolution - Capstone Project



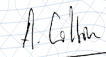
10/26/2018

Марина Дмитриева

has successfully completed the online, non-credit Specialization

## Negotiation, Mediation and Conflict Resolution

In this specialization learners developed and honed essential skills in negotiation, mediation and conflict management. They have learnt the negotiation fundamental skills and tools, develop better cross-cultural anticipation and flexibility when they face a negotiation . They are able to choose and lead a mediation process. Learners have completed a capstone project at the end of the specialization to apply their new knowledge and skills.



Aurélien COLSON, PhD,  
Professor of Political  
Science and Negotiation  
at ESSEC and Director of  
the Institute for Research  
and Education on  
Negotiation (IRENE).

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