

Online Executive Certificate in Global Negotiations



Truly Global Focus. Truly Global Delivery.

Thunderbird Online's facilitated online professional development programs provide you with a comprehensive education in core global business concepts to broaden your global mindset, sharpen your global skills, and enhance your marketability.

Why Thunderbird Online:

- World-class continuing education from Thunderbird, the world's #1 ranked school in international business
- Professional development on your schedule with 100% online content
- Access to the highest quality academic experience with no related travel expense



Enhance your global skill set

Thunderbird Online's facilitated professional development programs are designed for busy professionals around the globe including:

- **Working Professionals:** Improve your marketability in today's competitive global marketplace
- **Experienced Executives:** Further expand your knowledge in a specific global business focus area

CERTIFICATE DETAILS

Get a world-class global education. Anytime, anywhere.

Tuition cost (USD)

\$1,980 per course
\$4,752 per 3-course track (a 20% savings)
Corporate pricing available for groups of three or more.

Course credit

1.5 Continuing Education Units per course
4.5 Continuing Education Units per executive certificate

View the demo

Experience the certificate programs at:
online.thunderbird.edu/demo

Participant testimonial

"The Executive Certificate in Global Negotiations was eye opening for me, and the course material has been right on the money. I have absolutely loved this certificate and know that I have learned so much that I can apply to my daily activities. It has also fueled my desire to know even more about negotiations and its processes. I look forward to my next Thunderbird course!"

Register today at online.thunderbird.edu/negotiations

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A unit of the Arizona State University Knowledge Enterprise

Executive Certificate in Global Negotiations Learning Objectives

Thunderbird Online's Executive Certificate in Global Negotiations prepares you to develop a winning global negotiation strategy by teaching you powerful tools to help minimize misunderstandings, maximize leverage, and effectively execute your negotiation plan. The three-course online certificate program consists of:

Cross-Cultural Communication:

- Understand different levels of culture by improving self-awareness and communication skills through the examination of your cultural orientation.
- Enhance your capacity to work in global teams and improve your ability to give feedback to team members.
- Examine how global diversity and inclusion will impact your company, and learn how to leverage individual contributions to foster creative problem-solving.

Essentials of Global Negotiations:

- Evaluate the impact of using "Power Over" versus "Power With" in developing your negotiation strategy.
- Distinguish different types of negotiation approaches through stages and phases, and understand the importance of preparation and trust in a multicultural context.
- Recognize cultural, situational, and social factors of virtual negotiations by understanding the surprises of social distance.

Managing Conflict with a Global Mindset:

- Understand how the attributes of a "global mindset" affect global negotiation and conflict management by identifying different frameworks of conflict styles.
- Identify and understand the implications of cultural orientations when choosing an alternative dispute resolution.
- Utilize mediation to identify social dimensions and problem-solving skills to achieve a win-win settlement.

Comprehensive content. Dynamic delivery.



Thunderbird Online's learning platform provides you the increased functionality necessary for an immersive online learning experience.

What to expect:

- Learning objectives and weekly course material to ensure success throughout the 8-week or 24-week program
- Lecture capture software to promote visual learning and reinforce course content
- Facilitated discussion forums to promote conversation and global networking with fellow participants
- Multimedia interactive activities provide a unique hands-on learning experience
- Case studies to reinforce course material and enhance your learning experience

Register for the 3-course track and receive the Cultural Orientations Indicator® and the ExpertNegotiator® web-based software for 1 year.



Certificate format

Each 8-week online course consists of:

- 2 - 3 hours of content per week
- Video lectures & podcasts
- Case studies & vignettes
- Interactive, multimedia activities
- Quizzes & checkpoint questions
- Facilitated discussion forums
- Global networking opportunities
- End-of-course assessment

Certificate faculty



The Cross-Cultural Communication course was developed by Thunderbird Professor Denis Leclerc, Ph.D. Dr. Leclerc's research is focused on intercultural communication competence and global negotiation. He has consistently been voted the most outstanding faculty member by Thunderbird students.



The Essentials of Global Negotiations and Managing Conflict with a Global Mindset courses were developed by Thunderbird Professor Karen S. Walch, Ph.D. Dr. Walch has an academic background in international negotiation, cultural competencies, and global mindset. She is also the author of, [Seize the Sky: 9 Secrets of Negotiation Power.](#)

About Thunderbird

Thunderbird is the world's #1 ranked school of international business with nearly 70 years of experience developing leaders with the global mindset, business skills, and social responsibility necessary to create real, sustainable value for organizations, communities, and the world.

Learn more: www.thunderbird.edu

Ranked Among the Top Open Enrollment Programs Worldwide.
— Financial Times 2015



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