

Negotiating and Applying Influence and Power

Programs in collaboration with



3 Weeks



Learning Outcomes

- Deep dive into the mutual gains approach to negotiation.
- Learn how to influence, and how persuasion, is a key component of a negotiation.
- Explore communication, negotiation and leadership styles according to audiences.
- Understand how power differentials and sources of power alter the negotiations.



Modules

- Negotiation
- Influence
- Power



About Emeritus

Emeritus collaborates with more than 80 top-ranked business schools, including Harvard, MIT, Wharton, INSEAD, London Business School, Columbia, Cambridge Judge, Berkeley and more, to design & deliver high-quality Executive Education Programs (Online, LIVE Virtual, In-Class, Blended). Till date, Emeritus has educated more than 250,000 individuals across 80 countries with a completion rate of 90%.

About Eduvos

Eduvos is one of South Africa's largest independent private higher education institutions with 12 campuses across the country. Eduvos educators believe in building skills for the future and enabling students to take up careers in a volatile, uncertain, chaotic, and ambiguous world. Their education is designed to create a deep understanding of an area, supporting skills development through practical application, and challenging thinking to allow for adaptation to new possibilities.