



4 Courses

Negotiation Fundamentals

International and Cross-Cultural Negotiation

Mediation and Conflict Resolution

Negotiation, Mediation, and Conflict Resolution - Capstone Project



Sep 16, 2025

Edita Kirkby

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).

The online specialization named in this certificate may draw on material from courses taught on-campus, but the included courses are not equivalent to on-campus courses. Participation in this online specialization does not constitute enrollment at this university. This certificate does not confer a University grade, course credit or degree, and it does not verify the identity of the learner.

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