



4 Courses

**Leading transformations:**  
Manage change

**Negotiation skills:** Negotiate  
and resolve conflict

**Storytelling and influencing:**  
Communicate with impact

**Risk governance:** Manage  
the risks



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**Gurmu Demuma Negasa**

has successfully completed the online, non-credit Specialization

# Influencing: Storytelling, Change Management and Governance

In this Specialization, learners applied a range of communication strategies to a variety of contexts to build rapport, overcome resistance, and find acceptance; they expanded their knowledge of, and personal competence in, negotiation and conflict resolution; they developed a creative and practical change capability: the discipline of influencing themselves and others to achieve a purpose; and they designed risk governance structures to ensure that their organization achieves its objectives, engaging all the relevant stakeholders.

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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