

**GET TO KNOW
ONLINE TRAINING
FOR FREE**



CPR
CONSELHO PORTUGUÊS
PARA OS REFUGIADOS

coursera

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coursera

www.coursera.org

COURSERA'S CHARACTERISTICS



- Available in different languages;
- Available from the age of 13;
- More than a thousand courses you can select from;
- Attend as many courses as you like;
- Study at your own pace;
- Classes 100% online;
- Certificates after course conclusion;
- Download classe videos and study with no wifi needed;
- Courses for free with the Program "Coursera for Refugees",



HOW TO USE COURSERA?

- You must have an email address and basic knowledge on how to use a computer (if you need some support in this matter, please let us know);
- Share you full name and email with CPR's Integration Department ----- for free training.
- Check if you have received an email with an invitation to be part of the "Coursera Refugees" Program;
- Accept the invite and do your registration on the Coursera Website (with your name, date of birth and contacts);
- Do some research of what you would like to study;
- Enroll in classes and start your training;
- That's it!







Recomendado por Coursera

[Visualizar todos](#) →


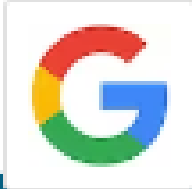
Inscriva-se em cursos populares com base em dados de inscrição e classificações de estudantes de vários setores do Coursera.

Recently Viewed Courses and Specializations



Learn English: Beginning Grammar
University of California, Irvine

PROGRAMA DE CURSOS INTEGRADOS
(3 CURSOS)



IT Support Google
Google

CERTIFICADO PROFISSIONAL



Improve Your English Communication Skills
Georgia Institute of Technology

PROGRAMA DE CURSOS INTEGRADOS
(4 CURSOS)

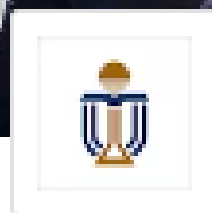


Information Technology (IT) and Cloud Fundamentals
IBM Skills Network

PROGRAMA DE CURSOS INTEGRADOS
(5 CURSOS)



Top Recommendations for You



Inglês para Negócios: Básico

The Hong Kong University of Science and Technology

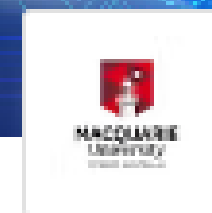
CURSO



Negotiation Fundamentals

ESSEC Business School

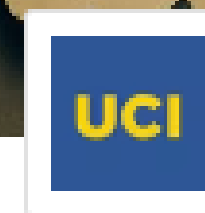
CURSO



Excel Fundamentals for Data Analysis

Macquarie University

CURSO



Questions, Present Progressive and Future Tenses

University of California, Irvine

CURSO





Negotiation Fundamentals

★★★★☆ 4.7 1.307 classificações • 381 avaliações

Inscriver-se
Inicia em Dec 1

🔖 Salvar para mais tarde

Patrocinado por UNHCR - The UN Refugee Agency

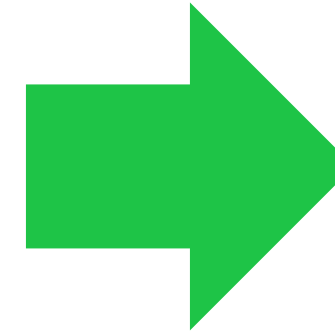
Informações sobre o curso

This course gives you access to negotiation practical tools and best practices gathered by Professor Aurélien Colson & his team from assignments in more than seventy countries and in a wide set of sectors, be they services, industry, high tech, or public organizations.

In an interactive manner, this course will help you, among other topics: get prepared for any negotiation; avoid traps; know how to prompt value-creating partnerships; structure an effective negotiation sequence; bargain in an efficient and respectful manner; overcome deadlocks; and much more!

Indeed, negotiation is not simply about deciding who gets what now - it is first and foremost about creating productive, fair, and therefore long-term partnerships. This course guides you through innovative and proven approaches - "win-win...but not at any price".

Together with its specialization, this course will lead you towards high impact and sustainable negotiations at all levels, whether finding solutions to people management issues, sealing a deal on a sales package, or entering into high-level strategic or political negotiations involving multi-party stakeholders.



oferecido por



Prazos flexíveis

Redefinir os prazos de acordo com sua programação.



Certificados compartilháveis

Tenha o certificado após a conclusão



100% on-line

Comece imediatamente e aprenda em seu próprio cronograma.



Nível iniciante



Aprox. 8 horas para completar



**Aprox. 8 horas para
completar**



Inglês

Legendas: Árabe, Francês,
Portuguese (European), Italiano,
Vietnamita, Alemão, Russo, Inglês,
Espanhol

Programa - O que você aprenderá com este curso

SEMANA

1



1 hora para concluir

Negotiation strategy

In this module you'll have an overview of negotiation strategy. You will be able to understand why negotiation is so important. It introduces the three dimensions of any negotiation: People, Problem, and Process. You will explore two fundamental tools of the negotiator: active listening, and effective speaking. Last, you will become acquainted with a list of counterproductive assumptions about negotiation.



6 vídeos [Ver todos](#)



4.7 ★★★★★ 1307 classificações • 381 avaliações

Melhores avaliações

★★★★★ por NS • JUL 5TH 2021

As a beginner this course is easy to understand the fundamentals of negotiation. The course also makes it easier to understand the different components that makes up negotiation that are very subtle.

★★★★★ por MG • JAN 29TH 2021

This course is extremely helpful for resolving the issues of daily life. I really enjoyed this course, it has helped me to guide many other to resolve their disputes in a better and productive way.

★★★★★ por SF • MAY 21ST 2020

Aurelien is literally an excellent instructor. Also, the video design, clarity, organization of material, is perfect. Besides, quizzes and assignments composition are entirely matched with the course

★★★★★ por RD • JAN 29TH 2021

I have been doing sales and Negotiating for years, never felt confident. now after stated learning in detail on negotiating, and hopefully will continue learning the remaining course.\n\nThank you

[Mostrar mais](#)

Instrutores



Aurélien Colson

Professor, ESSEC Business School - Director, IRENE Paris,
Singapore & Brussels

Political Science

LET'S TRY TO
EXPLORE THE SITE

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QUESTIONS?

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