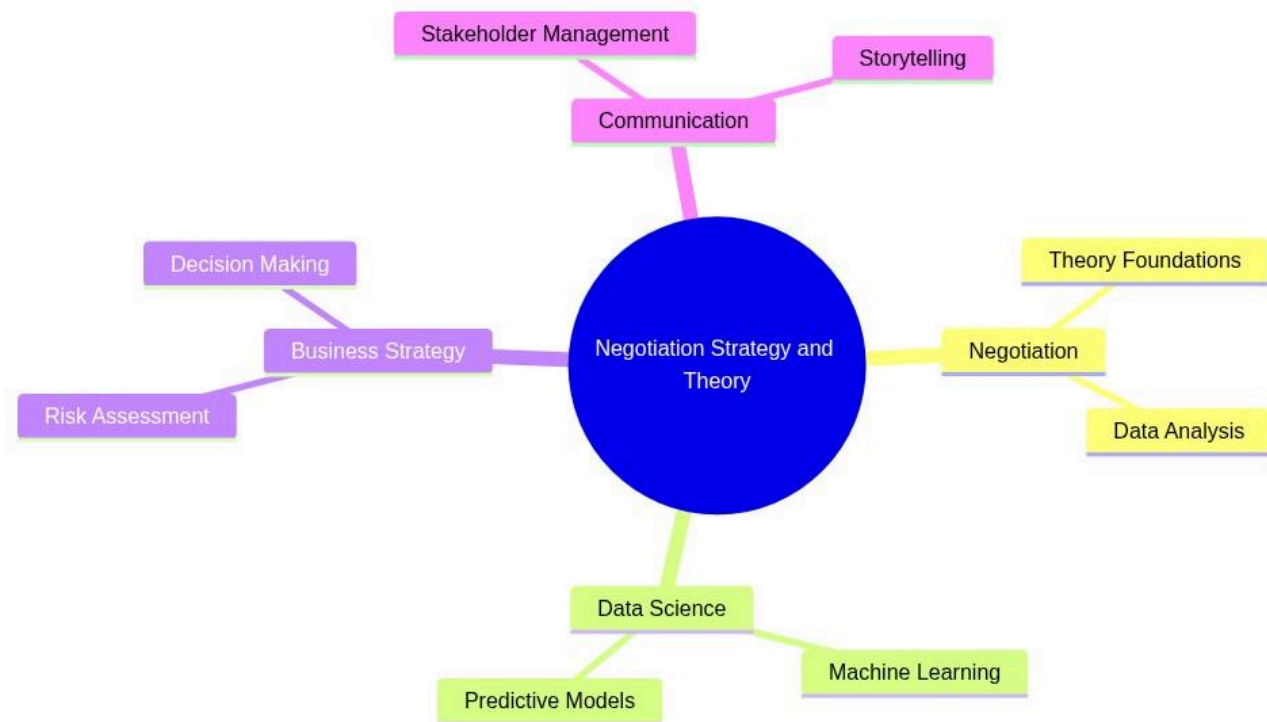


Graduate Certificate in Negotiation Analytics and Data-driven Decision Making (Advanced)

# Negotiation Strategy and Theory



mindmap

```
root((Negotiation Strategy and Theory))
  Negotiation
    Theory Foundations
    Data Analysis
  Data Science
    Machine Learning
    Predictive Models
  Business Strategy
    Risk Assessment
    Decision Making
  Communication
    Stakeholder Management
    Storytelling
```