

Yale

Mar 20, 2017

Miriam Ferrara

has successfully completed

**Introduction to Negotiation: A Strategic Playbook for
Becoming a Principled and Persuasive Negotiator**

an online course authorized by Yale University and offered through Coursera



Professor Barry Nalebuff, D.Phil.
Yale School of Management
Yale University

COURSE
CERTIFICATE



Verify at:

<https://coursera.org/verify/C5RYLG933JYP>

Coursera has confirmed the identity of this individual and their participation in the course.

This certificate attests to the learner's completion of an online course / project delivered via Coursera. It does not constitute formal enrollment at any university or entity and does not itself grant academic credit, grades, or a degree. Institutions or organizations may, at their discretion, recognize this learning toward their own programs or credentials.