



**Harvard  
Business  
School**  
Online

HBS Online  
Soldiers Field  
Boston MA 02163

One-Click Degree Verification

Sirbu Manuela

Institution: Harvard Business School Online

Certificate: Negotiation Mastery

Completion Date: June 22, 2022

*Sue Crowley*

Sue Crowley, Senior Director, Program Services

This eDiploma was digitally Signed and Certified on Jul 12, 2022.

**Michael Sutter**  
DOCUMENT CERTIFICATION SERVICES

eDiploma - Signed and Certified PDF

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**Harvard  
Business  
School**  
Online

**Sirbu Manuela**

has successfully completed the  
Harvard Business School Online Certificate Program

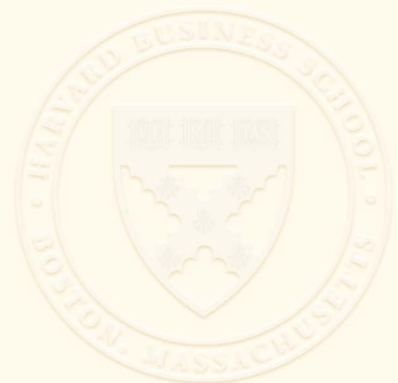
**NEGOTIATION MASTERY**

This certificate program provides strategies for forging agreements,  
resolving disputes, and cultivating interpersonal skills essential to  
productive working relationships.

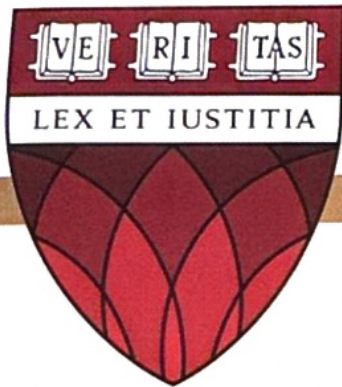
BOSTON, MASSACHUSETTS, JUNE 22, 2022

*Michael Wheeler*

MICHAEL A. WHEELER  
MBA Class of 1952 Professor of Management Practice  
Harvard Business School



**CERTIFICATE OF COMPLETION**



CERTIFICATE OF COMPLETION

THE PROGRAM ON NEGOTIATION  
AT HARVARD LAW SCHOOL

**Manuela Sirbu**

HAS SUCCESSFULLY COMPLETED

**PONX: SIDETRACKED: UNDERSTANDING THE PSYCHOLOGICAL  
BARRIERS THAT DERAIL NEGOTIATIONS**

JUNE 6, 2023

Guhan Subramanian

Joseph Flom Professor of Law and Business, Harvard Law School  
Douglas Weaver Professor of Business Law, Harvard Business School  
Chair, Program on Negotiation

Nicole Bryant

Managing Director, Program on Negotiation

PROGRAM ON NEGOTIATION  
HARVARD LAW SCHOOL

