

PROFESSIONAL  
EDUCATION  
CERTIFICATE *of* ACHIEVEMENT



This is to certify that

**Ulrich Werner**

successfully completed and received a passing grade in

**ENx: Entrepreneurial Negotiations: The MIT  
Way**

a course of study offered by MITx, an online learning initiative of the Massachusetts  
Institute of Technology through edX.

A handwritten signature in black ink, appearing to read "Sanjay Sarma".

Sanjay Sarma

Vice President for Open Learning

MIT

A handwritten signature in black ink, appearing to read "Lawrence Susskind".

Lawrence Susskind

Ford Professor of Urban and Environmental Planning,  
MIT

*Vice-Chair, Program on Negotiation at Harvard Law School*



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