IGNICON

EduPower
ACCELERATING AI EDUCATION EXCELLENCE.

COURSE BROCHURE · SEHG-WIT-201

OFFERED WITH IGNICON · POWERED BY SEHG EDUPOWER

Beyond the Seat

Negotiating for Leadership in the AI Era

Leave with a negotiation case for the role you actually want, the evidence assembled to support it, and the language to be chosen for AI-era leadership rather than consulted about it.



4 HOURS
ONLINE · SELF-PACED

4 MODULES
LIVE + ASYNC DISCUSSIONS

ENGLISH
DELIVERY LANGUAGE

CERTIFICATE
OF COMPLETION INCLUDED

About This Course

Four contact hours across four modules, online and self-paced, with one live discussion and one asynchronous discussion per module.

Delivered on the SEHG learning platform with sequential progression: each module unlocks when its knowledge check is passed.

Course Highlights

- Ten-question knowledge check per module; passing score 70%
- Capstone: The Negotiation Case
- Participant Workbook: 28 pages, fillable, free
- Verified certificate included free, with certificate number and public verification link

1	2	3	4
The Seat Is Not the Job	The Evidence File	Negotiating Scope, Not Salary	Ninety Days to Real Authority

Who It's For

Women in mid-career and senior roles who want the positions that now involve AI, data and technology leadership: the roles where women are still the exception at the table.

Course registration notice

Request course-opening updates through IGNICON.
Choose SEHG-WIT-101, SEHG-WIT-201, or both.

COURSE NOTICE
ignicon.net/#course-WIT-201

Online, self-paced · Enroll anytime · Certificate of completion included
Course value: $249 each · IGNICON registration code and partner pricing issued at launch
Questions: CEO@SynergyEducation.AI · (561) 502-1978

This course awards no degree, diploma, academic credit or transcript, does not satisfy any licensure requirement, and Synergy administers no licensure examination. The certificate certifies participation and completion. Large-print and screen-readable materials on request.

Beyond the Seat

SEHG-WIT-201 · Negotiating for Leadership in the AI Era

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Inside the Course, Module by Module

1. The Seat Is Not the Job

Distinguish presence, positional authority and decision rights; read where power sits; and identify one precise authority gap to negotiate.

2. The Evidence File

Turn a record of outcomes, budgets, teams, systems and executive AI literacy into concise claims with checkable proof.

3. Negotiating Scope, Not Salary

Prepare and deliver an evidence-supported negotiation over title, reporting line, budget, headcount, decision rights and initiative ownership.

4. Ninety Days to Real Authority

Design the first quarter so a decision, budget, initiative, sponsor action and visible result convert written scope into practice.

Capstone: The Negotiation Case

A written case for the specific role you are pursuing: the scope you are asking for, the evidence file behind it, the negotiation plan and the ninety-day authority plan, ready to use in a real conversation.

What You Will Be Able to Do

- Distinguish getting a seat from being given authority, and name the difference in your own situation
- Build an evidence file that makes your readiness for a technology-facing leadership role checkable
- Negotiate scope, title, budget and decision rights, not only compensation
- Speak credibly about AI governance, risk and adoption without being an engineer
- Design the first ninety days of a role so the authority is real by day sixty

What Is Included

- Course Quick Guide and Student Handbook
- Intro video and four module videos
- Participant Workbook: 28 pages, fillable, free
- Four teaching segments, three assignments and two discussions per module
- Ten-question knowledge check per module; passing score 70%
- Resource supplement and required capstone

Your Official Certificate



On completion, participants receive a Synergy Education Holdings Group verified certificate of completion with a certificate number and a public verification link, at no charge.

Optional Global Academy of Finance and Management (GAFM) professional credential: $39 add-on, available when GAFM opens enrollment. The free course and certificate are not affected.

Continue your learning journey

Workshop Kits, Train-the-Trainer certification and Facilitator Guides are available to continue your learning journey; IGNICON cohorts receive them complimentary.

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