



CERTIFICATE OF COMPLETION

PROGRAM ON NEGOTIATION AT  
HARVARD LAW SCHOOL

HARVARD NEGOTIATION INSTITUTE

**Frank Delporte**

HAS SUCCESSFULLY COMPLETED  
SECRETS OF SUCCESSFUL DEALMAKING

JUNE 6-10, 2016

Guhan Subramanian  
Joseph Flom Professor of Law and Business, Harvard  
Law School  
Douglas Weaver Professor of Business Law,  
Harvard Business School

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