

Student Academic Record

Award in Business Negotiations

Full name: **Tomáš Garrigue Masaryk**
Nationality: **Poland**
Student ID: **0000000000**
Degree name: **Award in Business Negotiations**
Degree accreditation level: **ECTS Accredited (EQF7)**
Degree completion status: **Completed**
Date of award: **23 May 2025**
Official accreditation information: **Degree listing on MFHEA website in Europe**
Average (percent): **100%**
Cumulative GPA: **4**

Course title	Completed	Hours	ECTS credits	US percent	GPA
Tier 1:					
Business Negotiations	23/05/2025	4500	180	100%	4
		75	3	100%	4

Transcript issued and signed on 23 May 2025 by:



Dr. Joshua Broggi
Head of Institution





Eliot Gattegno
Dean of Metis



Student credentials



This Diploma Supplement follows the model developed by the European Commission, Council of Europe and UNESCO/CEPES. The purpose of the supplement is to provide sufficient independent data to improve the international 'transparency' and fair academic and professional recognition of qualifications (diplomas, degrees, certificates etc.). It is designed to provide a description of the nature, level, context, content and status of the studies that were pursued and successfully completed by the individual named on the original qualification to which this supplement is appended. It should be free from any value judgements, equivalence statements or suggestions about recognition. Information in all eight sections should be provided. Where information is not provided, an explanation should give the reason why.

1. Information identifying the holder of the qualification

- 1.1. Full name: Tomáš Garrigue Masaryk
- 1.2. Date of birth (dd/mm/yyyy): 23/05/2025
- 1.3. Student identification number: 0000000000

2. Information identifying the qualification

- 2.1. Name of qualification and (if applicable) title conferred (in original language): Award in Business Negotiations
- 2.2. Main field(s) of study for the qualification: Business Administration
- 2.3. Name and status of awarding institution (in original language): Woolf
- 2.4. Name and status of institution (in different from 2.3) administering studies:
Woolf (established in 2018) is an accredited Higher Education Institution in Malta with license 2019-015 from the Malta Further and Higher Authority.
- 2.5. Language of instruction/examination: English

3. Information on the level and duration of the qualification

- 3.1. Level of qualification: ECTS Accredited (EQF7)
- 3.2. Standard Programme Length: 1 month
- 3.3. Standard Programme Delivery Length: 1 month
- 3.4. Access requirements: Undergraduate Degree or Equivalent

4. Information on the programme completed and the results obtained

4.1. Programme learning outcomes:

Knowledge

At the end of the module/unit the learner will have been exposed to the following:

- a) Negotiation models and key tactical steps.
- b) Key strategies that have been developed for applying negotiation strategies to business scenarios.
- c) Topics for the advanced management of business negotiations.
- d) Diverse scholarly views on the role of negotiations in business outcomes.
- e) Theoretical negotiation models for diverse business situations.

Skills

At the end of the module/unit the learner will have acquired the following skills:

- a) Autonomously gather material and organise it into a coherent, comprehensive presentation on negotiation.
- b) Test and improve their abilities through group discussions that model negotiation scenarios.

- c) Creatively apply the theories learned in the module to develop critical and original solutions for the challenges of business negotiations.
- d) Apply in-depth domain-specific knowledge and understanding to business negotiations.

Competencies

At the end of the module/unit the learner will have acquired the responsibility and autonomy to:

- a) Create synthetic contextualised discussion of key issues related to business negotiations.
- b) Demonstrate the competence to select a fitting negotiation strategy for specific situations.
- c) Apply a professional and scholarly approach to theories and case studies of business negotiations.
- d) Efficiently manage interdisciplinary issues that arise in connection with running a business and handling business negotiations.
- e) Demonstrate self-direction in research and originality in assessing and proposing negotiation strategies.
- f) Be prepared to take leadership decisions related to business negotiations.

4.2. Programme details, individual credits gained and grades/marks obtained: Refer to the first page of this transcript

4.3. Grading system and, if available, grade distribution table: Refer to the first page of this transcript.

5. Information on the function of the qualification

5.1. Access to further study: Degree Programmes may entitle access to EQF8 Level Study

5.2. Access to a regulated profession (if applicable): Not Applicable

6. Additional information

6.1. Further information sources: <https://legal.woolf.university/accreditation>

7. Certification of the supplement

7.1. Transcript issued and signed on 23 May 2025 by:

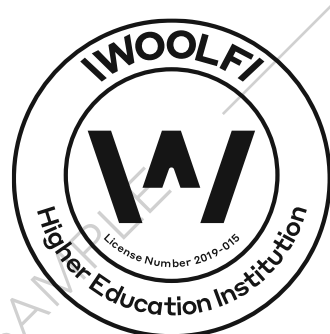
7.2.


Dr. Joshua Broggi
Head of Institution

7.3.


Eliot Gattegno
Dean of Metis

7.4. Official stamp or seal:



GPA	US grade	US percent	UK mark	UK classification	Malta grade	Malta mark	Malta classification	Swiss grade
4	A+	97-100	70+	First class honours	A	80-100%	First class honours	6
3.9	A	94-96	67-69	Upper-second class honours	B	70-79%	Upper-second class honours	
3.7	A-	90-93	65-67	Upper-second class honours				5.5
3.3	B+	87-89	60-64	Lower-second class honours	C	55-69%	Lower-second class honours	
3	B	84-86						
2.7	B-	80-83	55-59	Lower-second class honours				5
2.3	C+	77-79	50-54	Third class honours	D	50-54%	Third class honours	
2	C	74-76						
1.7	C-	70-73	45-49	Third class honours				4.5
1.3	D+	67-69	40-44	Ordinary/unclassified				
1	D	64-66	35-39	Ordinary/unclassified				
0.7	D-	60-63						4
0	F	Below 60	Below 35		F	45-54%		1-3.5