



Beyond the Seat

Negotiating for Leadership in the AI Era

SEHG-WIT-201 · 4 contact hours · Online, four modules · Cohort launch November 1, 2026

Credential statement

On completion, participants receive a Synergy Education Holdings Group verified certificate of completion, issued with a certificate number and a public verification link, at no charge. An optional Global Academy of Finance and Management (GAFM) professional credential is available on completion for \$39. This course awards no degree, diploma, academic credit or transcript, does not satisfy any licensure requirement, and Synergy administers no licensure examination.



Register free
Code **CHAMBER2026**

Course Description

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

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.

Learning Objectives

On successful completion, participants will be able to:

- 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

Course Structure — Standard Full Course Format

Four modules, delivered online with sequential progression. Each module contains downloadable fillable assignments completed and re-uploaded for assessment against defined criteria; two discussions, one synchronous and one asynchronous, each tied to a specific video, article or ebook reviewed first; and a knowledge check of ten multiple-choice questions with a pass mark of 70. The capstone is required for the certificate.

MODULE	TOPICS	DISCUSSIONS (SYNC · ASYNC)	ASSIGNMENT	CHECK
1. The Seat Is Not the Job	Why women are invited to the table and then not chosen to lead the AI and technology agenda · Positional authority versus decision rights · Reading an organization chart for where the power actually sits	Research summary on women in technology leadership selection (article) · A candid interview with a woman who moved from advisor to owner of an AI program (video)	Authority Audit — map the decisions you are consulted on against the decisions you make	10 Qs, pass 70



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2. The Evidence File	What a selection committee checks · Turning your record into proof: outcomes, budgets, teams, systems · Building AI literacy that is real: governance, data, risk, vendor selection	A hiring manager explains how technology-leadership shortlists are made (video) · A primer on AI governance for non-technical executives (ebook chapter)	Your Evidence File — ten claims, each with a checkable proof point	10 Qs, pass 70
3. Negotiating Scope, Not Salary	The negotiation most women are never taught: title, reporting line, budget, headcount, decision rights, and what you will own · Anchoring, silence, the walk-away, and the offer you make instead of the one you are given	A negotiation transcript annotated move by move (article) · Role-play recording of a scope negotiation done well and badly (video)	The Scope Negotiation Plan — your asks, your evidence, your walk-away, your counter	10 Qs, pass 70
4. Ninety Days to Real Authority	Designing the first quarter so decision rights become facts: the first decision you make alone, the first budget you own, the first AI initiative you lead · Sponsors versus mentors · Making your results visible without self-promotion	A case study of a first-ninety-days plan that converted a title into authority (article) · A conversation on sponsorship with a woman board director (video)	The Ninety-Day Authority Plan — decisions, budget, initiative, sponsor, visibility	10 Qs, pass 70

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.

Course-Level Assets

ASSET	DESCRIPTION
Course Quick Guide	One-page orientation to the course, its schedule and its platform tools
Student Handbook	Policies, expectations, accommodations and the assessment criteria
Intro video	Instructor welcome and a walk-through of the four modules
Participant Workbook	28-page fillable workbook — included free with registration
Workshop kit	Facilitator Workshop Kit and Train-the-Trainer Kit, available for organizations licensing the course
Capstone	Assessed final artifact; required for the certificate
Resource supplement	Curated readings, tools and organizations for continued practice

Additional Resources

- Harvard Business Review research on women, negotiation and leadership selection
- Catalyst research on women in technology leadership (catalyst.org)
- National Association of Women Business Owners (nawbo.org)
- Chamber of Commerce of the Palm Beaches leadership programs
- Your organization's delegation-of-authority policy



Accommodations: large-print and screen-readable materials available on request to CEO@SynergyEducation.AI · (561) 502-1978 · www.synergyeducation.ai