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## Negotiation Workshop

Lisa Barren

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# NEGOTIATION WORKSHOP

*Sponsored by ADVANCE*

RESEARCH SHOWS THAT WOMEN INITIATE NEGOTIATIONS LESS FREQUENTLY  
THAN MEN AND FREQUENTLY ASK FOR LESS

## TOOLS YOU NEED TO BE A BETTER NEGOTIATOR

- DEALING WITH POSITIVE AND NEGATIVE EMOTIONS
- HANDS ON SKILLS USING ACADEMIC SCENARIOS
- KNOW THE DIFFERENCES BETWEEN HOW MEN & WOMEN NEGOTIATE

## LEARN HOW TO READ UNDERLYING INTERESTS OF OTHERS

## STRATEGIES TO USE WHEN NEGOTIATING

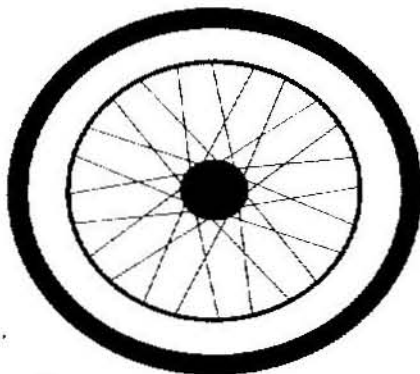
- DON'T ASK FOR LESS
- HOW TO PROBLEM SOLVE AND GET WHAT YOU WANT

## A WORKSHOP ON NEGOTIATION FOR WOMEN FACULTY AT USU

MONDAY, APRIL 4, 2004 1:00 - 4:30PM  
OR TUESDAY, APRIL 5 2004 8:30 - 12:00AM

ELLEN ECCLES CONFERENCE CENTER, ROOM 303-305

REGISTRATION REQUIRED  
WORKSHOP FEE \$10.00



Did you know...

## PRESENTED BY ADVANCE

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*For More Details & Registration Form Go To  
www.websites.usu.edu/advance*

DR. LISA BARRON, - U.C. IRVINE PROF. IN ORG. & STRATEGY