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Negotiation Workshop

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NEGOTIATION WORKSHOP

Researched 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

Presented by ADVANCE
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For More Details & Registration Form Go To
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