Negotiation Workshop

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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

PRESENTED BY ADVANCE

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For More Details & Registration Form Go To
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