1-1-2004

Negotiation Workshop

Lisa Barren

Follow this and additional works at: https://digitalcommons.usu.edu/advance

Part of the Law and Gender Commons, and the Other Education Commons

Recommended Citation
https://digitalcommons.usu.edu/advance/403

This Handout is brought to you for free and open access by the Gender Equity and Diversity at DigitalCommons@USU. It has been accepted for inclusion in ADVANCE Library Collection by an authorized administrator of DigitalCommons@USU. For more information, please contact digitalcommons@usu.edu.
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 - 4:30 pm
or Tuesday, April 5, 2004 8:30 - 12:00 pm

Ellen Eccles Conference Center, Room 303-305

Registration required
Workshop fee $10.00

Presented by ADVANCE
ADVANCE, TSC 315
UMC 4165
797-1738, 797-8069
advance@cc.usu.edu

Did you know...

For more details & registration form go to
www.websites.usu.edu/advance