

WOMEN & NEGOTIATION

11.04.22

12:00–1:30 PM

Johnston Hall, 107



KRISTIE ROGERS, PhD

This 90-minute, student-centered workshop focuses on strategies and tactics for effective negotiation, especially when negotiating a job offer. Dr. Kristie Rogers will first provide an introduction to key findings in research on gender and negotiation.

She will also present a framework for effectively preparing to negotiate that includes analyzing your own perspective and the other party's perspective. Students will have opportunities to apply these concepts and strategies in an interactive way, and Dr. Rogers will conclude by providing resources to learn more, and a tool to diagnose your individual negotiation style.



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