

The President's Advisory Committee on the Status of Women *presents*

Don't Ask, Don't Get: Effective Negotiation Techniques



Amy Levine, Ed.D.
A certified leadership coach,
educator and consultant

Thurs Jan 26
12 to 1:30pm
Franklin 5320

Sharpen your negotiation skills by taking this workshop led by Dr Amy Levine.

You have opportunities to negotiate every day in your professional and personal life. Whether it is, "Where do you want to have dinner tonight?" or "I'd like to discuss my salary," if you don't ask for what you want and deserve, you'll never get it.

In this session, you will learn how to prepare to negotiate, build your case, present your request, and clinch the deal. In this 90-minute workshop, you will gain practical skills to achieve negotiated outcomes that will leave both parties feeling satisfied.

You will find recommended reading on the PACSW website for preparing in advance of the workshop:
<http://bit.ly/negotiationpacsw>

Don't miss this opportunity to start the new year with a resolution to negotiate for what you want.



PRESIDENT'S ADVISORY COMMITTEE
ON THE STATUS OF WOMEN

UNIVERSITY OF CALIFORNIA
OFFICE OF THE PRESIDENT

The President's Advisory Committee on the Status of Women (PACSW) advances an agenda to improve the climate and opportunities for women at UCOP. Learn more at <http://ucop.edu/pacsw/>.