

The ART of PERSUASIVE COMMUNICATION and NEGOTIATION in the STEM WORKPLACE

a workshop for graduate students and postdocs

Feb. 4 • 9am-12noon
McNeill Room, LaFortune

Good communication and negotiation skills are essential in all aspects of your personal and professional life. This session will teach the fundamentals of negotiation, which include identifying why negotiation is important, what issues are and aren't negotiable, the steps towards reaching a final agreement, tactics useful for difficult negotiations, and identifying when to end the negotiation. Additional topics to be discussed include effective communication styles for women, giving positive and powerful signals through your professional image and body language, projecting confidence and credibility and using powerful rather than weak words. The session will include role playing and practicing the techniques learned.

This workshop will be led by **Geri Richmond**, professor of chemistry at the University of Oregon, member of the National Academy of Sciences, and founder of the Committee for the Advancement of Women Chemists (COACH).

Open to all graduate students and postdoctoral researchers (but will at times focus on situations faced by women in STEM fields). FREE registration available at the door, and refreshments will be served.

*Sponsored by Advanced Diagnostics & Therapeutics
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