

MILGARD SCHOOL OF BUSINESS AT UW TACOMA

NEGOTIATE WITH CONFIDENCE

A workshop organized by Milgard Executive Education and the Milgard Women's Initiative (MWI)



WORKSHOP OVERVIEW

// This full-day, virtual workshop will be highly interactive and experiential. In the morning session, participants will dive into the science of negotiation, explore useful negotiation frameworks, and identify best negotiation practices and strategies to achieve better individual and organization outcomes. Women face unique challenges when it comes to negotiating, so too do men. The interactive afternoon workshop will explore the role of gender in negotiations, and will guide students to more effectively project assertiveness and confidence to earn their true value.

Students with diverse backgrounds and perspectives are welcome in this workshop. Class materials and activities will be inclusive and respectful of all identities including but not limited to: gender, ethnicity, race, culture, sexuality, age, disability, and socioeconomic status.

WHO CAN BENEFIT

// This course is appropriate for both beginner and experienced negotiators looking to increase their effectiveness and skill in navigating negotiations. While the afternoon session is designed to explore issues faced by women in negotiations, everyone is welcome and can benefit from the skills learned in the course.



Zoe I. Barsness is an associate professor of management in the Milgard School of Business at the University of Washington Tacoma. She received her BA in Comparative History from Harvard University and PhD in Organizational Behavior from the Kellogg Graduate School of Management at Northwestern University. Her research focuses on negotiation and the impact of new technologies, organization structures, and work arrangements on individuals and groups in organizations. She teaches courses on team dynamics, leadership, negotiation, organizational behavior, human resource management, and strategy.

FOR FURTHER INFORMATION:

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MILGARD SCHOOL OF BUSINESS

■ **SATURDAY, OCT 2, 2021**
9:00 AM - 4:00 PM via ZOOM

- **WORKSHOP SCHEDULE**
- 9:00 AM-12:00 PM**
High-Performance Negotiation Skills
- 12:00-12:45 PM**
Lunch Break
- 12:45-2:15 PM**
Navigating Gender and Negotiations
- 2:30-3:45 PM**
Panel Discussion
- 3:45-4:00 PM**
Closing

■ **COST: \$399**

■ **REGISTRATION OPENS JULY 1, 2021:**
www.tacoma.uw.edu/mwi-workshop-2021

To request disability accommodation, including American Sign Language interpretation, contact the Disability Resources for Students office at **253-692-4508**, drsuw@uw.edu or submit a request at tacoma.uw.edu/UWTDORS/eventaccess, preferably at least 10 days in advance of the event.