

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, in-person 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 B.A. in Comparative History from Harvard University and Ph.D. in Organizational Behavior from the Kellogg School of Management at Northwestern University. Her research focuses on negotiation and the impact of gender, new technologies, and alternative work arrangements on individuals and teams. She teaches courses on team dynamics, leadership, negotiation, organizational behavior, human resource management, and strategy. She worked previously in the computer software industry and has consulted to a variety of private sector organizations in the real estate, construction, energy, forest products, healthcare, retail, software and transportation industries, as well as to governmental agencies and non-profit organizations.

FOR FURTHER INFORMATION:

Ellen Hermansen 253-692-5916 Elbelle@uw.edu

To request disability accommodation, including American Sign Language interpretation, contact the Milgard School of Business at 253-692-5630, business@uw.edu or submit a request at tacoma.uw.edu/UWTDTRS/eventaccess, preferably at least 10 days in advance of the event.

MILGARD SCHOOL OF BUSINESS



■ **SATURDAY, MARCH 19, 2022**
9:00 AM - 4:00 PM In-Person
4:00 PM - 5:00 PM Optional Networking Happy Hour

■ **WORKSHOP SCHEDULE**
9:00 AM-12:00 PM
High-Performance Negotiation Skills

12:00-1:00 PM
Lunch Break

1:00-2:15 PM
Navigating Gender and Negotiations

2:30-3:45 PM
Panel Discussion

3:45-4:00 PM
Closing

■ **COST: \$399**
Discounts available for current UWT students and Milgard alumni

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



MILGARD WOMEN'S INITIATIVE

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