



Negotiating Women, Inc.
Training. Consulting. Advancing Women.



CAROL FROHLINGER, Esq.

Carol Frohlinger is a co-author of ***Her Place at the Table: A Woman's Guide to Negotiating Five Key Challenges to Leadership Success*** (Jossey-Bass/John Wiley, September 2004). The book examines the challenges women face when they assume leadership positions and how negotiation skills help them to meet those challenges. She is also a co-founder of [Negotiating Women, Inc.](http://www.negotiatingwomen.com) which provides negotiation and leadership training for women and consulting for organizations.

Ms. Frohlinger has worked with major companies to identify and solve performance management problems. She has conducted focus groups, managed 360° feedback surveys as well as consulting with clients on a broad variety of change management processes. As an instructional designer, Ms. Frohlinger has created, developed and delivered many

successful training interventions on topics including leadership, team building, sales and sales management. And, of course, she gives talks about the book, sharing lessons learned from savvy, successful women about negotiation.

Innovative companies with whom Ms. Frohlinger has worked include Accenture, Bank of America, CIT Group, PricewaterhouseCoopers and T. Rowe Price. Her coaching clientele includes executives from a variety of industries including banking, law, public accounting and pharmaceuticals.

A nationally recognized speaker and meeting facilitator, a former commercial banker and practicing attorney, Carol holds a J.D. from Fordham University School of Law.

Ms. Frohlinger is the Chair of the Where Are the Women? Project of Women On the Job, a not-for-profit advocacy group and serves on its Board. The project is focused on increasing the number of women on the boards of America's publicly held companies.

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