



Negotiating Women, Inc.

## **Selected Keynotes and Workshops: *Women, Negotiation and Leadership***

### **Her Place at the Table – A Women’s Guide to Negotiating Five Key Challenges to Leadership Success**

Are you in a leadership role? Aspire to be in one? Expect your experience, skills, and commitment to be questioned and tested. Learn practical tips on how to avoid the traps that can catch the unwary and the strategic negotiating moves that position a leader for success— getting the intelligence, support, resources, and buy-in she needs to create momentum, excitement, and visibility. The advice draws on interviews conducted with over 100 women leaders and illuminates the actions a woman can take to thrive in today’s workplace

### **“Yes, And...”: Negotiating Conditions for Leadership Success**

Many people fail to recognize opportunities to negotiate — about their roles, about the support they need to be successful, about the resources to get the job done, about buy-in from their peers and those they lead. Become empowered to negotiate for what you need to create the conditions for your career success.

### **The Advantage of Getting It Right: How to Seed Success in Advancement**

Each time a woman is appointed to lead and doesn’t reach her full potential because of a lack of institutional support, businesses waste precious resources. These failures lead to frustration on the part of the institution and for both male and female employees. Research shows that part of this failure is due to four tests the workplace reserves just for women. Learn how these rules impact a woman’s ability to be effective in a leadership role and how these tests can be negated with very strategic moves saving companiessignificant amounts of time and money.

### **Getting Out Of Your Own Way**

Find out how you, as a woman, may be handicapping yourself at the bargaining table —and perhaps even before you get there! Only when you realize the ways you may be sabotaging your efforts can you do something about it. Learn how women often get in our own way — and, as importantly, how to stay out of it!