

Women and the Power of Negotiation Workshop

Program Overview

Whether they want higher salaries, better career opportunities, or more help at home, women are much less likely than men to ask for what they want. Women pay for this decision in every aspect of their lives—in lost income, delayed career advancement, and under-utilization of their skills. Women who aspire to leadership roles must promote their agendas without resorting to traditional command-and-control leadership styles. They need to know how to request opportunities and resources—on their own behalf and on behalf of their teams—without seeming too demanding or self-promoting. Using a combination of lectures, interactive exercises, videos, and group discussion, this workshop explores the internal and external barriers that can prevent women from negotiating effectively, introduces “best practice” negotiation strategy, and describes ways for women to maximize their bargaining power, set the right targets for a negotiation, and manage the anxiety they often feel around this essential workplace skill.

Program Objectives

- Understand the multiple factors constraining women from negotiating on their own behalf
- Identify more opportunities to use negotiation to advance women’s careers
- Describe how to think critically about the challenges facing women leaders and ways to promote their leadership ambitions using negotiation

About the Speaker

Sara Laschever is an internationally recognized expert on women, negotiation, and leadership. Sara has spent her career investigating the obstacles, detours, and special circumstances that shape women’s lives and careers. She is the co-author, with Linda Babcock, of two groundbreaking books about women and negotiation, **Women Don’t Ask: The High Cost of Avoiding Negotiation—and Positive Strategies for Change** and **Ask for It: How Women Can Use the Power of Negotiation to Get What They Really Want**.



DATE/TIME

Thursday, April 4, 2019
8:30 AM –3:00 PM
Registration and Continental
Breakfast begin at 8:00 AM

REGISTER
NOW

LOCATION

Maryland Hospital Association
Pierson Conference Center
6820 Deerpath Road
Elkridge, MD 21075

PROGRAM FEE

Early Bird Member Discount: \$269
(Register & Pay by March 4, 2019)
MHEI Member: \$369 (After March 4, 2019)
Groups of 3 or more: \$249/person
Non-Member: \$538

REGISTER

To register, please visit MHEI.org.

Questions? Contact Kelly Yost,
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