

## Women Don't Ask

---

Research points to a gap between men and women when it comes to a propensity to negotiate for what one wants and needs. Whether the desired outcome is increased compensation, assignment to a high-profile project or a promotion, many women hesitate to ask. At times it's because they "don't know that change is possible. Other times they fear that asking may damage a relationship. And sometimes women don't ask because they've learned that society can react negatively when women assert their own needs and desires.

This practical workshop goes beyond exploration of potential barriers and social forces that may hold women back and shows women how to reframe their interactions and more accurately evaluate their opportunities. Participants will learn how to ask for what they want in a manner congruent with their values, taking into account the impact of asking on their working relationships. Emphasis will be placed on the acquisition of practical negotiating skills.

### LEARNING OBJECTIVES

---

- Learn why women need strong negotiating skills, now more than ever before.
- Learn how to manage emotional upset that can arise over such issues as: promoting oneself, class privilege, cronyism and politics.
- Identify the common stumbling blocks that women encounter and recognize acts of self-sabotage.
- Assess the strengths and weaknesses of your current negotiating style.
- Learn how to negotiate mutually beneficial solutions.