

Language: English

Program Outline:

Participants will develop strategies for professional negotiation and an understanding of gendered aspects of the negotiating environment. Utilizing the latest research, this course will enable participants to adopt more fruitful negotiation practices in their own professional lives as well as to take a more deliberate approach as leaders towards shaping professional environments and practices that are more just and equitable.

The specific topics to be covered include:

- Contemporary challenges for women's career advancement.
- The importance of negotiation, and its challenges for women.
- The challenge of ambiguity, identifying its sources, and reducing it.
- Enhancing negotiations through relationships (while also enhancing relationships through negotiations).
- The influence of social networks on women's potential to negotiate in an organization.
- How addressing your personal organizational challenges may also help others.

A variety of small-group exercises will be conducted throughout this course to illustrate the practical application of these concepts.

This program is designed for:

Women professionals and their mentors interested in cultivating their abilities to more wisely engage in work-related negotiations and advance their careers.

Location:

Carnegie Mellon University in Qatar
November 26 & 27, 2018 from 8:00AM to 1:00PM

Course Program

Day 1: Monday, November 26, 2018

8:00–8:45AM	Registration & Networking
8:45–9:05AM	Welcome & Introduction Alicia M. Salaz, Ed.D. Senior Librarian and Information Scientist Cecile le Roux, Ph.D. Visiting Assistant Professor, Organization & Behavior David Emmanuel Gray, Ph.D. Assistant Teaching Professor, Philosophy
9:05–9:50AM	Challenges for Career Advancement by Alicia M. Salaz
9:50–10:05AM	Break & Networking
10:05–11:05AM	Career Negotiations by David Emmanuel Gray
11:05–11:20AM	Break & Networking
11:20–12:00AM	Ambiguity by Alicia M. Salaz
12:00–1:00PM	Break & Networking

Day 2: Tuesday, November 27, 2018

8:00–8:45AM	Registration & Networking
8:45–9:00AM	Introduction by David Emmanuel Gray
9:00–9:40AM	Negotiation Exercise
9:40–9:55AM	Break & Networking
9:55–10:35AM	Negotiation Debrief by David Emmanuel Gray
10:35–10:50AM	Break & Networking
10:50–11:50AM	Creating and Seizing Opportunity by Cecile le Roux
11:50–12:00PM	Break & Networking
12:00–12:10PM	Remarks by Dr. Michael Trick Dean, Carnegie Mellon University in Qatar Harry B. and James H. Higgins Professor of Operations Research
12:10–12:30PM	Certificates Presentation
12:30PM	Light Reception & End of Program