

Negotiations for Success Workshop

This workshop is tailored for doctoral students in STEM.

Science today is increasingly complex and competitive and requires more training—and broader training—than ever before. Successful scientists are those who have mastered specialized competencies beyond the bench, with negotiation skills at the top of the list.

Participants learn and practice key negotiation tips, including how to:

- ⇒ Make sure you know, in the broadest sense possible, what you want to get out of the negotiation before you start
- ⇒ Understand what you need as well as what the person with whom you are negotiating needs
- ⇒ Make a plan for the negotiation, bring it with you, and don't hesitate to consult it
- ⇒ Be a partner, not an opponent, of the person with whom you are negotiating
- ⇒ Listen to the person with whom you are negotiating with the expectation that you will learn something
- ⇒ Be open to outcomes that meet your broad purpose, even if they are not the same as your beginning goal

Monday, January 9, 2017

8:30 AM—11:30 AM

Howard Baker Center—Toyota Auditorium



A workshop presented by:
Caroline Szymeczek, Ph.D.
President, Integrated Learning Innovations, Inc.

RSVP by Friday, December 23, 2016 at
<https://tiny.utk.edu/negotiations>

For more information, email Erica Echols (eechols1@utk.edu)