



UWF - NSF ADVANCE PRESENTS



Effective Negotiation: A COACH Workshop for Women Faculty

Facilitator: Jane Tucker, Ph.D.

March 5-6, 2015

This interactive workshop involves self-examination of problem solving and negotiation styles, role-playing based on case studies, and personal coaching. In this workshop, participants will learn:

- The importance of negotiation
- The necessary elements of a successful negotiation
- Identifying the negotiables
- Identifying one's own negotiation style
- Techniques for improving communication and negotiation skills
- Techniques for handling difficult people and conversations
- Follow-up techniques

COACH (Committee on the Advancement of Women Chemists) is a grass-roots organization working to increase the number and career success of women scientists and engineers through innovative programs and strategies.

Jane W. Tucker, Ph.D. has over thirty years of experience in higher education in both the administrative and teaching areas. She taught negotiations classes in the Fuqua School of Business at Duke and is currently consultant faculty for COACH at the University of Oregon, supported by the National Science Foundation and the Department of Energy. She has taught negotiations and leadership in a number of ADVANCE programs at universities and serves as on-call faculty for the Center for Creative Leadership (www.ccl.org), where she does programs with leaders from both non-profit and corporate organizations.



She holds a Ph.D. in Organizational Development from the University of North Carolina and is an alumna of Wellesley College, Wellesley, Massachusetts. She has published papers on learning strategies and organizational development. Her current research interest is focused on negotiations and influence strategies to support choices for balance.