

**SUCCESSFUL NEGOTIATIONS HAPPEN
WHEN YOU'RE PREPARED.**

THE NEGOTIATION EDGE: EFFECTIVE STRATEGIES FOR WOMEN

Join nationally recognized negotiation expert Dr. Deborah Kolb, Deloitte Ellen Gabriel Professor for Women and Leadership, for this 2.5 day **EXECUTIVE EDUCATION** program where you will learn strategies to:

- Avoid being “caught off guard” in negotiation situations
- Turn around behavior that can put you on the defensive
- Determine what others want, and how to reach creative agreements that work for everyone
- Negotiate with influence, regardless of your position within the organization
- Develop an action plan for your next negotiation

www.simmons.edu/som/negotiations



**The Negotiation Edge:
Effective Strategies for Women**

November 13 - 15, 2006
Simmons School of Management
Boston, MA

Who should attend:

middle- to senior-level women who want to improve their negotiations with clients, vendors, staff, colleagues and managers.

“After 3 days, I left as a confident negotiator for everyday situations. Tactics were clear, cases offered a solid base, and Deborah Kolb’s style was engaging.”

GAIL LAUTER, SENIOR MANAGER,
RETAIL MARKETING, DUNKIN’ DONUTS

“Dr. Kolb taught participants techniques to position themselves well—to figure out the other side’s agenda, devise an alternative if you can’t reach agreement, and plan to deflect moves that put you on the defensive.”

JOANN LUBLIN, THE WALL STREET JOURNAL

Program Highlights

- Share ideas and challenges with other professional women
- Practically apply what you have learned using case studies based on other women leaders
- Role-play your next “real life” negotiation—videotaped sessions allow you to evaluate how you come across to others
- Receive expert feedback to enhance & refine your approach
- Leave the program with a negotiation action plan for your return to work



Executive Education
409 Commonwealth Avenue
Boston, MA 02215

Non-Profit
US Postage
PAID
Boston, MA
Permit No.
52660

www.simmons.edu/som/negotiations