



IN PARTNERSHIP WITH



Presents

WOMEN'S NEGOTIATION AND LEADERSHIP PROGRAM

Dr. Yasmin Davidds
Best-Selling Author
and Negotiation Expert

YASMIN DAVIDDS, Psy.D.
WITH ANN BIDOU



A WOMAN'S GUIDE TO TAKING CHARGE
OF ANY NEGOTIATION



3 PROGRAM COURSES

Course 1: Negotiating with Power & Grace

Course 2: Negotiating with Difficult People

Course 3: Negotiating for Leadership Success

Earn 1.4 CEUs (Continuing Education Units) per course

Eligible for Tuition Assistance at most organizations

2019 Spring Schedule

Course 1

Course 2

Course 3

MAR 16-17

APR 13-14

MAY 18-19

University of California, San Diego

Rady School of Management

UC San Diego

La Jolla, CA 92093

Register Now

156EXEC – Course 1
Negotiating with Power & Grace
Sat 10am – 6pm | Sun 9am – 3pm

How You Will Benefit

- ✓ Recognize opportunities to increase your success through negotiation.
- ✓ Set a strategy and negotiate from a position of power.
- ✓ Manage negotiations effectively while sustaining good working relationships.
- ✓ Avoid common pitfalls that can derail negotiation goals.
- ✓ And much more...

157EXEC – Course 2
Negotiating with Difficult People
Sat 10am – 6pm | Sun 9am – 3pm

How You Will Benefit

- ✓ Learn incentives to draw the attention to the importance of the negotiation.
- ✓ Manage pressure tactics to lead the other party to realize that the status quo is unacceptable.
- ✓ Develop a list of allies to help the other party see the advantage of negotiating.
- ✓ Learn the 25 most used tactics and how to counter them.
- ✓ And much more...

158EXEC – Course 3
Negotiating for Leadership Success
Sat 10am – 6pm | Sun 9am – 3pm

How You Will Benefit

- ✓ Develop an effective plan and strategy for any negotiation.
- ✓ Know what behavior to adapt at each stage of the negotiation.
- ✓ Adjust your communication style to achieve desired results.
- ✓ Successfully apply the principles of persuasion to any negotiation situation.
- ✓ Effectively negotiate on the phone or through e-mail and other media.
- ✓ And much more...

COMPLETE 3 COURSES AND EARN A UNIVERSITY OF CALIFORNIA CERTIFICATE

UC San Diego, an accredited university, will award you a certificate upon completion of the full program.

WOMEN NEGOTIATING LEADERSHIP SUCCESS PROGRAM

Requirements: 3 Short Courses, 2 days per course

Each course offers 1.4 accredited-university CEUs, for a total of 4.2 CEUs.

Tuition is \$1,600 for each course. Eligible for Tuition Assistance.

Program Location

Spring Program:

University of California, San Diego Rady School of Management, Otterson Hall 4E106, 5 Scholars Drive North, La Jolla, CA 92093

For more information or to register visit:

<http://rady.ucsd.edu/programs/executive-education/professional-development/certificates/women-in-negotiation-certificate/>

For assistance, contact: Nancy Peritz at nperitz@ucsd.edu (858) 822-7414

"Dr. Yasmin Davidds empowers us with more than negotiation tools. She gives women a platform to own their talents, skills and culture resulting in re-discovering our strengths and owning our power in both our personal and professional lives."

Carla Castilla Salazar, U.S House of Representatives

"The program was transformational and has truly impacted my life. It has helped me in both my personal and professional life to take risks I could not take before and make decisions for my success because I feel empowered! Thank you Dr. Davidds!!!"

Ana Perez, Entertainment Finance Executives

"Learning about my negotiating style and how to negotiate with different personalities has been invaluable. The negotiation skills I learned far exceeded my expectations. I would recommend this course to all women."

Ruth Livier, Producer

"I have struggled in my entire business career to ask for what I am worth. It is through Dr. Davidds' training that I learned what my core issue was that had been holding me back. Thank you, Dr. Davidds for setting me free to ask for what I want and deserve."

Deborah Deras, Business Owner



The CorporateAmerica
Boardroom
elite **WINNER 2016**
BEST NEGOTIATION PROGRAM

Rady | Center for
School of Management | Executive
UC San Diego | Development