WOMEN’S NEGOTIATION AND LEADERSHIP PROGRAM

IN PARTNERSHIP WITH
UC San Diego
Rady School of Management
Center for Executive Development

Dr. Yasmin Davidds
Best-Selling Author and Negotiation Expert

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 reimbursement at many organizations

Course 1: EXEC156
Negotiating with Power & Grace
Sat 10am - 6pm | Sun 9am - 4pm

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...

Course 2: EXEC157
Negotiating with Difficult People
Sat 10am - 6pm | Sun 9am - 4pm

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...

Course 3: EXEC158
Negotiating for Leadership Success
Sat 10am - 6pm | Sun 9am - 4pm

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...

2020 Spring Schedule

Course 1: MAR 21-22 UCSD
Course 2: APR 18-19 UCSD
Course 3: MAY 16-17 UCSD

University of California, San Diego
Rady School of Management
UC San Diego
La Jolla, CA 92093

Register Now

www.multiculturalwomenlead.org/negotiationandleadership-program-for-women/
For more information or to register visit:
http://rady.ucsd.edu/exec/WIN

"Dr. Yasmin Davidds empowers us with more than negotiation tools. She gives women a platform to own our talents, skills and culture resulting in re-discovering our strengths in both our personal and professional lives.”
Carla Castillo Salazar, U.S House of Representatives

"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

Hotel Stay on us...
Enjoy Saturday night networking with other professional women and stay at a 4-star hotel on us.
*Saturday night of the first course will be the only program-organized networking evening.
**Terms and conditions will apply. Complimentary for double occupancy only. Single occupancy discount rate available.

The mission of The Women’s Institute of Negotiation (WIN) is to empower women with the skills, strategies, and techniques to negotiate effectively.

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