Learning to Ask Women and the Power of Negotiation

BY SARA LASCHEVER

When: 11:30 AM; May 17th, 2011
Where: CG1 Center Auditorium

Whether they want higher salaries, better career opportunities or more help at home, women are less likely than men to ask for what they want. Sara Laschever will look at the causes of this recently recognized phenomenon and assesses the shockingly high price paid by women, their families, their employers, and the economy as a whole if they don’t take steps to address it. She will explain how women can learn to recognize more opportunities to negotiate, evaluate the economic value of their work, and employ negotiating strategies that have been shown to work well for women. She will also discuss the steps leaders can take to address this problem and better manage the women they supervise. The presentation will be followed by an open discussion in a luncheon setting. The luncheon session offers participants an opportunity to reflect on and respond to some of the ideas from the seminar presentation. Sara Laschever is the co-author, with Linda Babcock, of Ask For It: How Women Can Use the Power of Negotiation To Get What They Really Want and Women Don’t Ask: The High Cost of Avoiding Negotiation and Positive Strategies for Change, both available from Bantam Publishing. The WORLS seminar series is sponsored by the NCAR diversity fund, EOL and HAO.