

PRE-WORK FEBRUARY SESSION



Date: February 9, 2023

Session: "Negotiation: Creating Conditions for Leadership Success"

Trainer: Carol Frohlinger

I'm looking forward to meeting you and to our session on negotiation. Our focus will be on how best to advocate for the things you need to be successful as a leader — not only on the "what" to negotiate for but "how" to do it in a way that is personally authentic and culturally compatible.

The most important activity you'll do in the session is to plan for and conduct a negotiation application exercise (role-play) using the process and tools I will share with you during the session.

1. In order to maximize the application of these new skills, please think of a negotiation that you have coming up in the next few weeks. It doesn't have to be a "formal" negotiation where you are negotiating for a new role or increased compensation (I call these "Capital N" negotiations); rather it can be an informal, everyday ("little n") negotiation. There are many possibilities:
 - perhaps you will be negotiating for resources
 - maybe you need to negotiate for buy-in to a problem that needs to be solved
 - perhaps you want to negotiate for feedback on your contribution to a recent project

Please select a situation that you do not mind discussing with others.

2. Please read the attached article, "Negotiation Success Depends on a Solid Strategy" and complete the attached Negotiation Preparation Worksheet for the negotiation you identified above. Bring the worksheet with you to the session. If you are not able to fill in every section, do not worry about it as we will be working with this as part of the workshop but as our time will be limited, please do the best you can to complete as much as possible.

Please feel free to contact me if you have any questions:

carol@negotiatingwomen.com or by phone at 706-850-1266.

