



FEBRUARY SESSION TRAINER BIO & ASSIGNMENT

Date: February 9, 2023

Session: “Negotiation: Creating Conditions for Leadership Success”

Trainer: Carol Frohlinger

Location:

Carol Frohlinger is the President of Negotiating Women, Inc., an advisory firm committed to helping organizations to advance talented women into leadership positions. Coauthor of *Her Place at the Table* and *Nice Girls Just Don't Get It*, Carol has over twenty years of experience in designing, developing and delivering highly customized programs for executive women.

With humor and practical advice, she demystifies the negotiation process, providing women with the tools needed to advocate themselves and get results – not only for them, but for their organizations as well. Among the topics she focuses on are leadership, communication, personal branding, strategic networking and, of course, negotiation.

Living by the maxim, “To those whom much is given, much is expected”, Carol co-authored “What You Need to Know About Negotiating Compensation”, a publication of the American Bar Association's Presidential Task Force on Gender Equity. She served on the Women in the Legal Profession Committee of the New York City Bar Association and formerly chaired its Best Practices Sub-Committee on Women in the Law. Carol also served on the New York State Bar Association's Task Force on the Future of the Legal Profession. She has volunteered with The Thirty Percent Coalition focused on increasing the number of women on corporate boards. Carol has been honored by The International Alliance for Women with its “World of Difference Award” and was named to Top 50 Most Influential Women List by the Irish Voice. Carol has appeared on many national television shows, news and legal publications. She coined the term “The Tiara Syndrome” cited by Sheryl Sandberg in her NY Times best-selling book, *Lean In*.

Carol holds a J.D. from Fordham University School of Law. She is a former sales executive, commercial banker and practicing attorney. Formerly of New York City, she now lives in Athens, GA with her husband and is the proud parent of an adult daughter and son. She negotiates with each of them – and her husband – often!

ASSIGNMENT

Review and complete the attached Pre-work:

1. Pework February Session Document
2. Pework Read-Ahead: Negotiation Article
3. Pework Negotiation Preparation Work Sheet