Strategic Persuasion: A seminar in effect negotiations, problem solving, and conflict resolution

About the Workshop
This workshop is focused on the needs of women faculty in scientific disciplines, with special attention to early career faculty, either tenure-track or fixed-term. Women faculty in science have expressed a particular need for negotiation skills training. Successful faculty negotiators experience better career outcomes and provide models for other women faculty, postdocs, and graduate students.

Participants in this workshop will learn the fundamentals of responsible negotiations and conflict resolution. They will learn how to understand and make use of points of view, relevant data, and aspirations of all parties involved. Attendees will consider the importance of developing alternatives in preparation for a negotiation, work with prepared case studies that address relevant situations, and practice negotiation skills and methods. Participants will be asked to complete a standardized form to assess negotiation and conflict style and to bring problem situations for the group to discuss.

About the Facilitator
Dr. Jane Tucker has taught negotiation skills for women faculty in science for fourteen years. Her workshops have been sponsored by research universities and scientific professional societies such as the American Physical Society and the National Science Foundation through the Committee on the Advancement of Women Chemists. She has taught negotiation skills in the Fuqua School of Business at Duke University and has been a consultant to ADVANCE programs at the University of Michigan, the University of Oregon, and UNC Charlotte, among others.

Dr. Tucker is adjunct faculty for the Center for Creative Leadership, where she works with leaders from both non-profit organizations and corporations. She has over twenty-five years of experience in higher education in both the administrative and teaching areas. She served as Director of Training and Development at Duke University and led programs of organizational change and development throughout that institution. She holds a Ph.D. in Organizational Development from the UNC-CH School of Education and is an alumna of Wellesley College. She has published papers on learning strategies and organizational development. Her current research interest is focused on early adopters in change processes.

Open to all STEM female faculty, postdocs and graduate students
Friday, Feb 22, 2013
Time: 1 – 4:30 pm
Location: 206 Fox Hall
For registration, contact Brenda Burgess at bkburges@ncsu.edu