

Gender Stereotypes and Negotiations

This interactive workshop will explore the similarities and differences in how men and women approach the cooperative and competitive aspects of negotiations. Participants will engage in a role-playing exercise and we will use this exercise as a platform for discussing effective negotiating techniques.

BIO

Laura Kray is Associate Professor of Business Administration at the Walter A. Haas School of Business, University of California at Berkeley. Kray earned her doctorate in social psychology and she applies this lens to her work on gender and negotiations, team coordination and decision making, and social justice. She has published over 25 articles in a range of psychology and management outlets. She is on the Editorial Board of the *Journal of Personality and Social Psychology*, *Organizational Behavior and Human Decision Processes*. Her work has received numerous “Best Paper” awards from the *Academy of Management* and the *International Association of Conflict Management* and received multiple awards from the *National Science Foundation*. She teaches courses on negotiations, managing teams, and leadership to MBAs and executives, and she has been recognized for her teaching excellence. She has spoken at numerous universities and Fortune 500 companies throughout the globe, including General Electric Medical Systems, Deloitte & Touche, Cisco Systems, Intel, JP Morgan Chase, Statoil, and Microsoft.