

Negotiation: Knowing What's Important to You & How to Get it

Come learn about issues specific to women in negotiation. What typically gets in the way? What are our natural strengths? What will help us feel centered in the role of negotiator? This workshop will help you to understand the dynamics at play when seeking to negotiate for something important to you by providing you with an opportunity to engage in a series of exercises that will help clarify your values and identify layers in your relationship to conflict. We will also learn and practice essential negotiation skills.

BIO

Maria Ramos-Chertok, Esq. is a consultant specializing in conflict resolution, effective communication, team building, sexual harassment prevention, mediation and multiculturalism. She received her law degree from the University of Pennsylvania School of Law (Class of 1987) where she was the recipient of the Fordham Human Rights Award for the most outstanding contribution to the advancement of individual freedom and human dignity. She received her undergraduate degree from the University of California, Berkeley (1984).