



## **Negotiating for Success**

### **A Special Preview Workshop**

#### **for Women in Science, Engineering and Technology**

**Sunday, June 3, 2012, 8:00 am to 4:00 pm**

**Engineering Lounge, EN 4000, SJ Carew Bldg., Memorial University**

Negotiation is one of the most challenging but important career building skills to master. Effective negotiation can help you attain desired work assignments, promotions, financial benefits, project resources, and access to networks.

This workshop is specifically designed for women in the early to midpoint of their science or engineering careers, and in this special preview will include female graduate students and senior co-op students. It focuses on the “how” of effective win-win negotiation and the “how to” through role-play and practice.

In this workshop led by professional facilitators, you will:

- Learn about different negotiation models and identify opportunities for negotiation
- Understand the ‘win-win’ (collaborative) negotiation model
- Assess your own negotiation strengths and challenges
- Benefit from the strategies and tips from female leaders in the sector and from other participants
- Learn from the research on gender factors affecting negotiation
- Build skills through guided role-play exercises and practice in a supportive environment

#### **Featured Luncheon Presenter:**

**Leslie Grattan**

**Senior Environment and Regulatory Advisor, Hebron Project  
former Deputy Minister, Environment (Multi-Material Stewardship)**

**To register, email [president@wisenl.ca](mailto:president@wisenl.ca) by Friday, May 25. Registration is by invitation and limited to 20 participants. The registration fee covers refreshments.**

This workshop module is offered by the Canadian Centre for Women in Science, Engineering, Trades and Technology (WinSETT Centre) with the generous support of Suncor Energy Inc.



## REGISTRATION FORM

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*Sunday, June 3, 2012 - 8:00 am to 4:00 pm  
EN-4000, SJ Carew (Engineering) Building, Memorial University*

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#### Contact Information

Full Name: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

Telephone: \_\_\_\_\_

Email: \_\_\_\_\_

Area(s) of Work or Interest: \_\_\_\_\_

Check all that apply:

- WISE NL member
- Engineering Undergraduate Student
- Engineering Graduate Student
- Science Undergraduate Student
- Science Graduate Student
- Professional - Please specify organization: \_\_\_\_\_

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#### Submission

When completed, email a copy to [president@wisennl.ca](mailto:president@wisennl.ca) AND bring the original with your payment to the workshop. Cheques should be made payable to: Women in Science and Engineering NL

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#### Workshop fee

- \$ 10.00      WISE NL Member
- \$ 30.00      Non-member professional
- \$ 10.00      Non-member student

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#### FOR OFFICIAL WISE NL USE ONLY

Payment Amount: \_\_\_\_\_ Date Received: \_\_\_\_\_