

Women's negotiation workshop set

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Jenna Carpenter, associate dean for undergraduate studies in the College of Engineering and Science, director of the Office for Women in Science and Engineering, and Wayne and Juanita Spinks Endowed Professor of Mathematics at Louisiana Tech University, is scheduled to visit NDSU on Monday, Nov. 18, to discuss women's negotiation with faculty and academic administrators. Carpenter's visit is hosted by NDSU FORWARD.

Negotiation is a key everyday skill in academia, but research shows women often avoid it. This results in lower salaries, fewer promotions and less influence at work for women. Carpenter will lead two negotiation workshops. The first workshop is for faculty, titled "Negotiation Skills for Women Faculty: Strategies for Career Success," from 11 a.m. to 1 p.m. in the Memorial Union Arikara room. The workshop will focus on research-based strategies for improving negotiation skills, such as becoming aware of the issues, learning about the negotiation process and practicing negotiation, and a plan to continue building skills after the workshop is completed.

"Negotiation: Why Women are at a Disadvantage, How it Impacts the Success of Your Organization, and What You Can Do About it," a workshop for department chairs and heads, is scheduled for 2 p.m. to 3 p.m. in the Memorial Union Arikara room. The workshop will look in detail at why women are at a disadvantage when it comes to negotiation and what administrators, as leaders, can do to assist women faculty in using negotiation to advance not only their own career, but also the productivity and success of the organization as a whole. Registration for each of these events is requested and can be completed at www.ndsu.edu/forward.