

WOMEN AND NEGOTIATION

presented in collaboration with
Women in Defense-Greater Boston Chapter



GREATER BOSTON
CHAPTER

a student and industry virtual event on women and negotiation,
highlighting the pitfalls and advantages of gender in negotiations

Wednesday, December 2 at 5:30 p.m.

featuring keynote speaker **Karen Hough, CEO of ImprovEdge**

Karen Hough is an Amazon best-selling author and founder and CEO of ImprovEdge. She will guide students and industry members through thought-provoking exercises and enlightening interactive dialogue to raise the performance of diverse personnel in negotiating environments. ImprovEdge combines improv with neuroscience and psychology for business training with an improv twist. This engaging combination enables participants to better use techniques to “think on their feet” in negotiation events, such as negotiating a new or first job opportunity.

The event will include sessions between students and industrial personnel which will result in new mentor/mentee relationships.

Registration: <https://www.widgbc.org/women-in-negotiation>

Sponsors:

Sponsorships are actively being sought. Logos included, event registration, acknowledgement and inclusion of key Learning and Development executives during the event, and access to student resumes.

Sponsorship levels: Gold: \$1,000+; Silver: \$500, Small Business: \$300

Proceeds from the event will primarily support the WID-GBC’s scholarship for UMassD College of Engineering students and also the new WID-GBC general scholarship fund.

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