Professional Development Workshop
for Graduate Students

Effective Negotiation Skills

Negotiation is an integral part of professional life. Negotiating a job contract is one of the first things we do (hopefully) when leaving school. While in graduate school, or on the job, numerous occasions arise where we need to negotiate, and it is important that we can stand up for our interest by effective negotiation. Yet many of us are not comfortable negotiating, or don't know how to negotiate. In this workshop we explore internal barriers we may face to enter a negotiation. We will cover the basics of negotiation, which involve knowing what you want or need, and conversation methods that encourage the other party to move towards your needs while maintaining a positive dialogue. Lastly we discuss simple practices that help you become more comfortable with negotiation.

Instructor: Roel Snieder
Time: 12:00-1:30, Thursday October 4, 2018
Location: Boettcher Room, Library

RSVP by October 2 to Keri Bowling, kbowling@mines.edu

Lunch is provided

Contact Roel Snieder (rsnieder@mines.edu, 303.273.3456) for questions or suggestions