

Columbia Law School Series: Ask for More: Gender Equity in Peacebuilding and the Workplace

People

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□□:	http://www.unitar.org/ny
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□□□□□email:	pelayo.alvarez@unitar.org
Partnership:	Columbia Law School

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The event will take place on **Wednesday 3 November 2021 from 10:00 am - 11:30 am EST.**

Negotiation is not a zero-sum game. It's an essential skill for your career that can also improve your closest relationships and your everyday life. Still, people often shy away from it, feeling defeated before they've even started. This is particularly the case with women professionals--who have been taught incorrectly that the loudest and most assertive voice prevails in any negotiation, or otherwise, both sides compromise, ending up with less. Instead, in this interactive workshop from the Columbia Law School Advanced Mediation Clinic, Professor Alexandra Carter and trained mediators will underscore the tangible benefits that women bring to conflict resolution, highlight the gendered differences that can arise in the workplace, and show--through a powerful ten-question framework--that you get far more value by asking the right questions of the person you're negotiating with than you do from arguing with them.