

Swanson, Roberta

From: Keshgegian Ph.D., Flora
Sent: Thursday, March 12, 2009 12:15 PM
To: Thompson, Nancy; Bonde, Sheila
Cc: Swanson, Roberta
Subject: FYI

Just to let you know I am offering another negotiation workshop for postdocs. Announcement below, Flora

Dear Postdoctoral Fellow or Research Associate,

In my role as Ombudsperson, I am again offering a workshop for Postdoctoral Fellows and Research Associates on negotiation. Negotiating is an essential component of many relationships. Whether intentionally or not, we are often engaged in negotiation with those with whom we work, including colleagues, administrators, staff and students. Whether the matter is as straightforward as asking department staff for help on a project or as complicated as co-authoring an article or as potentially conflict laden as discussions about access to space or resources, negotiating is an essential component of the process.

How do we communicate what we want in a way that other people understand what is at stake for us and for them? How do we increase the possibility of a positive response? What is the purpose of generating options? What are some obstacles in negotiating and strategies for dealing with them? The purpose of this introductory workshop is to increase understanding of the principles of negotiation and to learn to negotiate more effectively.

The workshop will be offered on Tuesday, March 31 from 3:00-5:00 p.m. in the meeting room of Hillel, Brown and Angell Streets. I ask that you register no later than Thursday, March 26. This workshop is equivalent to the one I offered in the fall, so if you participated then, this one would be repetitive. Please call me at 3-6469 or e-mail me at Flora_Keshgegian@brown.edu with questions and/or to register.

Please remember that I am also available to meet with you individually regarding your concerns, issues and problems. Generally, I am in the office on Mondays, Tuesdays and Thursdays. Please contact me to schedule an appointment if you would like to discuss anything.

I hope to see you on March 31.

Best wishes,
Flora A. Keshgegian, Ph.D.
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