



ADVANCE

WASHINGTON STATE UNIVERSITY

Friday, February 20th

9:00 Understanding Yourself—Conflict Styles and Effective Negotiation

(Opening session open to everyone)

10:15 *Break*

10:30 Negotiation Skills Workshop #1

(grad students and post docs only)

12:00 *Break*

12:15 Negotiation Skills Workshop #2

(department chairs & school directors only, lunch provided)

1:45 *Break*

2:00 Negotiation Skills Workshop #3

(Recommended for early-career faculty)

3:30 *Break*

3:45 Negotiation Skills Workshop #4

(Recommended for mid- and late-career faculty)

5:15 *End for the Day*