

Washington State University
Negotiation Training Agenda

Friday, February 20th

9:00 Understanding Yourself—Conflict Styles and Effective Negotiation

Participants will uncover their negotiation styles using the Dynamic Negotiating Approach Diagnostic (DYNAD), then engage in small-group discussions and a guided walk-through of the advantages and limitations of each style. This opening session is designed for academics at any stage of their career.

10:15 *Break*

10:30 Negotiation Skills Workshop for Trainees

This hands-on session focuses on negotiating the academic milestones most salient to graduate student and post-doctoral trainees such as authorship, job offers, fundings, and other conversations that influence success.

12:00 *Break*

12:15 Negotiation Skills Workshop for Chairs and School Directors

(RSVP to Haylee Hansen)

1:45 *Break*

2:00 Early Career Negotiation Skills Workshop

Open to all, but designed with the challenges of early career in mind, this interactive session will focus on negotiating the roles, resources, and recognition that matter most for early career faculty (e.g., first appointments, grants, promotion, and tenure).

3:30 *Break*

3:45 Mid-to-Late Career Negotiation Skills Workshop

This session is open to all but designed with the milestones that come during mid- to late-career. Participants will learn

skills for negotiating evolving responsibilities, strategic opportunities, and long-term career aspirations, including how to lead teams, gain recognition, and approach retirement transitions with confidence.

5:15 *End for the Day*

Zoom information for the sessions:

- Link to join with embedded passcode: <https://wsu.zoom.us/j/95703155137?pwd=XkT4kCKoCPLkDwmmMO6tO2SFrb7hrM.1>
- Meeting ID: 957 0315 5137
- Passcode: 139581
- Attendees must use the current version of the Zoom software to join (minimum 6.7.2)