

Leadership Development for Women Working Group

presents

NEGOTIATING FOR WHAT YOU VALUE

April 4, 2020 ~ 10:00am-1:00pm

Massachusetts Medical Society, Waltham, MA

Program Description

Regardless of our personal or professional situation, we are constantly negotiating whether we realize it or not. This workshop will help identify common situations where you can choose to make negotiations more explicit and generate outcomes that are consistent with the values most important to you.

Negotiation is a skill that can be learned and practiced, but is underutilized, particularly by women. By improving your negotiating skills, not only will you become more effective in your various roles, but you will also improve your organization's working environment for yourself and others.

During this interactive skill building workshop, you will be introduced to "tried and true" key concepts of effective negotiation, concrete examples, and focused strategic approaches. You will practice specific negotiation skills, and thus are encouraged to come prepared with your own negotiation challenges. Bring your resume, or a bulleted list of your current roles and responsibilities, from work or home.



Facilitator - Mary Y. Lee, MD, MS, MACP

Dr. Lee is an internist who has had many leadership roles at Tufts University. From 1994-2006, she was the first Dean for Educational Affairs at Tufts Medical School where she initiated major curriculum reform in ambulatory training, standardized patients, integration of technology, evaluation, community service learning, and faculty development when these were in their infancy nationally. Serving as Tufts University's Associate Provost from 2001-2014, Dr. Lee developed training for academic leadership, and oversaw numerous academic units across Tufts' nine schools. She has run countless faculty development workshops and retreats nationally and internationally for organizations and universities, including on negotiation skills, leadership and mentorship. Dr. Lee remains on the Boards of Tufts Medical Center and School, and continues national accreditation and strategic planning consulting, as well as faculty development and mentorship of rising women physician leaders. Dr. Lee is a new Master of ACP and a past Laureate Award winner.

Objectives and Intended Outcomes

By the end of the workshop, you will be able to:

- Identify at least one negotiation goal
- Identify key values, either personal or professional, related to that goal
- Identify where to realign your roles and responsibilities with your values
- Assess your negotiation environment
- Identify concrete language and approaches to frame your negotiation
- Outline next steps for preparing to negotiate toward your goal

Registration Fee: \$25 for ACP Members; \$40 for non-members

(includes continental breakfast and lunch)

Click Here to Register: <https://bit.ly/3c9BqHh>