ACP Leadership Academy Women in Medicine Series Webinar: 
*Why Not Ask? Negotiating with Confidence*
Presented by Tammy Lin, MD, MPH, FACP and Julia Wright, MD, FACP
September 13, 2016

References and Resources

**Books**

*Highly recommended reading - worth the time investment!*

*Getting to Yes: Negotiating Agreement Without Giving In*
by Roger Fisher, William Ury and Bruce Parton (1981)

*Everyday Negotiation: Navigating the Hidden Agendas in Bargaining*
by Deborah Kolb & Judith Williams (2003)

*Women Don’t Ask*
by Linda Babcock and Sara Laschever (2007)

*Influence: The Psychology of Persuasion*
by Robert B. Cialdini (2006)

*The Confidence Code*
by Katty Kay & Claire Shipman (2014)

**Contract and Negotiation Resources for Physicians**

*Physician's Guide: Evaluating Employment Opportunities & Avoiding Contractual Pitfalls*
by Thomas C. Crawford (2011)

American College of Physicians (ACP):
https://www.acponline.org (ACP Leadership Academy, contract negotiation tips)


American Academy of Family Physicians (AAFP):


**Contract Negotiation** Webinar from the ACP Indiana Chapter: https://vimeo.com/74340254

**Physician Compensation and Data Benchmarking Resources**


**Gender-Related Resources**


**Confidence and Wellness References**


Tait Shanafelt, MD interview: *A double-edged sword: What makes doctors great also drives burnout*  

Peckham, C., *Physician Burnout: It Just Keeps Getting Worse*  
(Medscape: January 26, 2015)  


Rapp, Sarah: *Why Success Always Starts With Failure*  

TED talk: *Your Body Language Shapes Who You Are*  
https://www.ted.com/talks/amy_cuddy_your_body_language_shapes_who_you_are

TEDx talk: *How to Know Your Life Purpose in 5 minutes*  
https://www.youtube.com/watch?v=vVsXO9brK7M

Deborah Tannen: *Language-specific rituals*  
https://www.youtube.com/watch?v=tUxnBZxsfoU

To share *Why Not Ask? Negotiating with Confidence*:  
https://www.acponline.org/meetings-courses/courses-recordings/leadership-academy