Understanding the Art of Negotiation: 2 part series

Part 1: Identifying what you want
Wednesday, February 8, 12:00–1:30PM
Natapow Room (1-9545)

Part 2: How to ask for what you want
Thursday, March 2, 1:00–2:30PM
Ctr for Exper Learning (CEL) Room 2-7520

In Part I, Drs. Catherine Cerulli and Linda Chaudron will address how to define desired outcomes, goals, “least acceptables” and alternative options in preparation for negotiation.

In Part II, Drs. Catherine Cerulli and Linda Chaudron will address (1) the 4 key principals of negotiation, and (2) the difference between positions and interests and how to satisfy interests.

Lunch will be provided

Please RSVP to Grace_Fuller@urmc.rochester.edu

ACCREDITATION
The University of Rochester School of Medicine and Dentistry is accredited by the Accreditation Council for Continuing Medical Education to provide continuing medical education for physicians.

CERTIFICATION
The University of Rochester School of Medicine and Dentistry designates this live educational activity for a maximum of 1.5 AMA PRA Category 1 Credit(s)™. Physicians should claim only the credit commensurate with the extent of their participation in the activity.