**Lecture and Networking Reception**

**Advancing Women Faculty in Science and Medicine**

**Sponsored by the URMC Office for Inclusion and Culture Development  
and the Junior Women Research and Clinical Faculty Groups**

**Negotiation 101**

**Monday, October 30, 2017**

**4:00–5:00pm**

**Helen Wood Hall Fiaretti Room (HWH 1W-501)**

**Networking reception**

**immediately following**

**5:00-7:00pm**

**Saunders Research Building (SRB) Atrium**

**Guest speakerErnest L. Hicks is the retired** Manager of Corporate Diversity for Xerox Corporation with expertise in negotiation and communication skills. He has served on the Board of Directors and the Executive Committee for the Arc of Monroe, and is currently a member of the Board of Directors and Planning and Evaluation Committee, Greater Rochester Urban League, the United Way Overcoming Disabilities Community Investment Committee, and the Board of Governors, Rochester Al Sigl Center. Mr. Hicks has presented abroad, lectured at The Wharton School, University of Buffalo, Harvard University, Cornell University and the Simon School.

*This presentation will focus on the elements of effective negotiations and the challenges in today's unique negotiating environments. This presentation identifies and creates the awareness of negotiating skills critical to today’s decision-making process and improved performance in an effort to meet and exceed individual and organizational goals.*

***At the conclusion of the session, the participant will be able to:***

* Define and set desired outcomes, goals, least acceptables, and alternative options.
* Plan negotiations more strategically and comprehensively.
* Understand the difference between positions and interests and satisfy interests.
* Understand Four Key Principals of Negotiating.

All Faculty are welcome!

Workshop is part of the Diversity Seminar Series.

**To register for this workshop, please email** [**inclusion@urmc.rochester.edu**](mailto:inclusion@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 2 *AMA PRA Category 1 Credit(s)TM.* Physicians should claim only the credit commensurate with the extent of their participation in the activity.