

WOMEN'S LEADERSHIP SERIES

The Art of Negotiation: As Informed by the Science Tuesday, October 25, 2022 from 9 AM – 12 PM ET

Session Description: This workshop introduces participants to best practices in negotiation. We explore the primary goal of negotiation and discuss how a problem-solving mindset can help achieve that goal. The session will introduce several tweaks and tips that should position those with little negotiation experience to get started, and aid seasoned negotiators in further honing their skills. We continue with an exploration of common moves, such as criticizing the style with which a request was made or appealing for sympathy. After recognizing moves, the session will continue by identifying turns – responses to those moves that can work to refocus the conversation (Kolb, 2014). We end with a discussion of virtual negotiations.

Objectives and Goals:

- Consider negotiation as problem solving
- Identify tweaks and tips that can be integrated into a negotiation skills portfolio
- Recognize common moves used in response to “an ask”
- Develop the ability to respond to moves with turns that redirect the conversation
- Explore the positive and negative effects of email and Zoom on negotiations

Session Facilitator: [Dr. Kelly Grace, JD, Ph.D.](#) – Temple University, Assistant Professor, Management Department

Schedule:

9:00 – 9:15 AM	Welcome and Introduction
9:15 – 10:30 AM	Tips and Tweaks Discussion: Chef and Two Oranges
10:30 – 10:45 AM	Break
10:45 – 11:30 AM	Moves and Turns Exercise: Moves and Turns (Stories from the Field)
11:30 – 11:50 AM	Virtual Negotiations – Strategic Uses of Zoom and Email
11:50 – 12:00 PM	Conclusion

WOMEN'S LEADERSHIP SERIES

Finance for the Non-Financial Manager Tuesday, October 25, 2022 | 1:00 – 4:00 PM ET

Session Description: This workshop introduces non-financial managers to foundational accounting and finance terminology and concepts. Participants will review financial statements for sample business entities and work in groups to complete exercises to apply concepts learned. Course wrap-up will include 6 questions to ask when reviewing financial statements and participating in the budgeting process.

Objectives and Goals:

- Gain an understanding of key financial statements and reports
- Develop competence in calculating key financial ratios
- Explore budgeting and costing foundations
- Learn the top 6 questions to ask when reviewing financial statements
- Learn the top 6 questions to ask during the budgeting process

Session Facilitator: [Sherry L. Williams, DBA, CPA](#) – Executive Vice President, Chief Risk Officer, Atlantic Union Bank – Temple University, Non-Credit Instructor

Schedule:

1:00 - 1:15 PM	Introduction & Course Objectives
1:15 - 2:25 PM	Accounting & Financial Reporting Foundation <ul style="list-style-type: none">▪ Financial Reporting▪ Financial Statements▪ Financial Analysis – Key Ratios
2:25 - 2:40 PM	Break
2:40 - 3:45 PM	Foundations in Managerial Finance <ul style="list-style-type: none">▪ Costing▪ Budgeting Making Investment Decisions
3:45 – 4:00 PM	Course Wrap-Up and Evaluations