

WOMEN WHO DON'T ASK, DON'T GAIN!

Negotiation is part of the strategic game that is played in organizations



Women are much better at negotiating than men! At least... if they negotiate from their professional role or if they negotiate for someone else, but when it comes to their own interests, it is a very different story.

*What would you do with € 285,000? Because, on average, the salary of women for the same work is **about 8 % lower** than the salary of their male colleagues.*

In this workshop we will elaborate on the theory and the obstructing beliefs that are present in everyone. Of course you will receive tools and we will practice so that you can do the following negotiations on salary, bonus, promotion, adjustment of working hours / times etc. with pleasure and success!

The following topics are covered:

- Main causes of m/f **salary differences** for equal work
- "**Negotiating?** No, rather not "- the game of negotiation;
- The 3 elements of the **strategic game**;
- Limiting beliefs (think I can't do it ...), **bias, prejudices, imposter syndrome**
- Determine different **scenarios** in HOW you will approach the conversation and WHAT you want to achieve

After the training, the participant is aware of three essential facts:



RECOGNIZES her own limiting beliefs



SELF CONFIDENCE has been increased; **READY** for the game of negotiation



has the **TOOLS** to negotiate - with guts - and successfully