COURSE SYLLABUS

Negotiation Strategies for Women's Advocacy (Self-Paced)

Participants will explore key negotiation techniques tailored to overcome challenges and leverage strengths unique to women in advocacy roles. The class focuses on building skills in influence and persuasion while fostering a supportive and collaborative environment.

> Group classes (Live Online) and onsite training are available for this course. For more information, email onsite@graduateschool.edu or visit: https://www.graduateschool.edu/courses/negotiation-strategies-for-women-s-advocacy-self-paced



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Course Outline

Module 1

Amplify your voice: becoming an advocate and agent of change

Module 2

The dynamics of power, authority, and influence: strategies for effective persuasion

Module 3

Gender dynamics in negotiation: comparing perceptions and utilizing collaborative skills

Module 4

Mastering workplace negotiations: understanding styles and techniques for success