Enhancing Negotiation Skills for Women

SEP 10–13, 2019
NAIROBI, KENYA

LIMITED SLOTS AVAILABLE!

ELIGIBLE PARTICIPANTS
The course targets women in upper middle and senior management positions.

TUITION FEE
US$3,000 per person (Flights, ground transportation, hotel, and meals are paid separately by the participant, but AWARD does its best to negotiate group discounts.)

Note: US$2,000 will be charged for last-minute cancellations, regardless of the reason.

Getting to Yes!

Good leaders can negotiate effectively to advance institutional objectives. To realize an agenda for any change requires building alliances among different stakeholders and constituencies.

For women, skill in negotiations is even more important. Even if her job carries with it formal power and authority, gender relations in organizations can make it difficult for women to exercise that authority. As a member of a team, she may not be seen as influential and so she has to negotiate for her point of view or agenda.

A major objective of the course is to recognize the multiple opportunities available to negotiate at work and to see the connection between taking advantage of these opportunities and one’s work, career, and personal success.

The different sessions made me realize just how many chances I have missed in life because of not knowing how to negotiate. Before, negotiation was me winning and the other party losing, but now I know differently.”

– Previous participant

African Women in Agricultural Research and Development (AWARD) designs customized learning experiences to build the leadership skills of the agricultural research workforce and decision makers.
AWARD LEADERSHIP SERIES

FACILITATORS
This four-day course is facilitated by highly experienced professionals from AWARD and Dr. Deborah Kolb, a professor Emeritus of Management at the Simmons School of Management’s Center for Gender in Organizations in Boston.

PAYMENT
Tuition fees are payable in advance. Upon receipt of your confirmation of sponsorship and completed registration form, AWARD will invoice your organization, including bank transfer details, and you will receive a copy via email.

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Learning outcomes
In this course participants:

- Learn how to recognize the fundamentals of different negotiation models and processes involved in achieving successful negotiations
- Appreciate the value of taking time to prepare for negotiations
- Identify their bargaining strengths and weakness
- Explore strategies to position themselves as effective negotiators and problem solvers
- Promoting collaborations and building coalitions are key for effective negotiations.

This course highlights the multiple ways gender plays out in negotiations.

“(...) I used to think negotiating was only about buying and selling, now I understand how I can apply these skills to my work and personal life.”
– Previous participant

About AWARD
African Women in Agricultural Research and Development (AWARD) is working towards inclusive, agriculture-driven prosperity for the African continent by strengthening the production and dissemination of more gender-responsive agricultural research and innovation. We invest in African scientists, research institutions, and agribusinesses so that they can deliver agricultural innovations that better respond to the needs and priorities of a diversity of women and men across Africa’s agricultural value chains.

Hosted by the World Agroforestry
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