



Enhancing Negotiation Skills for Women: A Smart Investment



All leaders need to negotiate effectively to advance institutional objectives. Realizing a successful plan for any change requires the building of alliances among different stakeholders and constituencies.

Promoting collaborations and building coalitions are vital for effective negotiations. For women, negotiations skills are particularly essential. 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 considered as influential, and she may often have to negotiate for her point of view or agenda. This course highlights the multiple ways gender plays out in negotiations.



A primary objective of the course is to enable participants to recognize the multiple opportunities for negotiation and to comprehend the connection between exploiting these opportunities and one's career progress and personal success.

Course Objectives:

This course equips participants with the skills to:

- Understand 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 weaknesses
- Explore strategies to position themselves as effective negotiators and problem solvers



Inspiring testimonies from previous participants

"The different sessions made me realize just how many chances I have missed in life because of not knowing how to negotiate. Before this course, I considered negotiation as 'me winning and the other party losing.' Now I know differently."

"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."

Eligible Participants

Women who work for national, regional, and international organizations of agricultural research and development, including their donors and partners, are eligible. Staff members from CGIAR Centers and programs are especially encouraged to apply.

This course is most suitable for women with supervisory responsibilities, ranging from those with five years of experience to senior professionals, including board members.

Dates: August 30 – September 03, 2020

Venue: Dubai, Hosted by the International Center for Biosaline Agriculture

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.

Payment

Tuition payments are required in advance. Upon receiving your confirmation of sponsorship and completed registration form, AWARD will invoice your organization.

Facilitators

This four-day course is conducted by Dr. Deborah Kolb, a Professor Emeritus of Management at the Simmons School of Management's Center for Gender in Organizations in Boston.

Contact

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About AWARD

African Women in Agricultural Research and Development (AWARD) is working toward 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.

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