The Art of Effective Negotiation

Negotiations occur every day in the scientific laboratory and workplace and often involve issues that are key to research success and career advancement. This workshop teaches the fundamentals of negotiation relevant to a variety of one-on-one conversations and group settings. Topics include the importance of negotiation to advance research and career objectives, identification of negotiables for research, teaching and career advancement, elements of a successful negotiation, the importance of developing alternatives to an agreement, techniques for handling difficult people and conversations, the importance of listening and appreciating different viewpoints and identification of short and long-term negotiation goals.

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Dr. Geraldine Richmond is the Presidential Chair in Science and Professor of Chemistry at the University of Oregon. A native of Kansas, she received her undergraduate degree in Chemistry from Kansas State University and her Ph.D. in Physical Chemistry from the University of California, Berkeley. Her educational efforts have focused largely on introductory chemistry and science literacy courses as well as being the director of several University of Oregon undergraduate research programs. Dr. Richmond is a member of the National Academy of Sciences and a Fellow of the American Academy of Arts and Sciences. Awards for her scientific accomplishments include the National Medal of Science and the 2018 Priestley Medal of the American Chemical Society.

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