

# **Negotiating Across the Academic Career Lifespan: Tips and Tricks**

**Lisa A. Barron, MBA, Ph.D.**

**Tuesday, February 23, 3-5 p.m.**

**Humanities Gateway, Room 1030**

**R.S.V.P. Required: Please send email to [djankows@uci.edu](mailto:djankows@uci.edu)**

Throughout your career there will be opportunities to negotiate to improve your circumstances. But will you see them? Learn how to think about asking and negotiating for what you want, when it is appropriate to negotiate, and basic strategies for getting your needs met and for reaching mutually beneficial agreements. Our interactive session will give you the opportunity to ask questions and exchange ideas and to practice what you are learning.



Dr. Lisa Barron is a faculty member at The Paul Merage School of Business. She has taught negotiation and leadership techniques to members of large and small organizations including Microsoft, Medtronic, Ingram Micro, State Street, MicroSemi, and Boeing and to executives, career counselors, undergraduate and graduate students, academic staff and faculty. Her research has been published in the journals *Human Relations*, *Career Development International*, and *Journal of Management Inquiry* and has been written about or recognized in *The Boston Globe*, *The Washington Post*, *The New York Times*, *Glamour*, *The Huffington Post*, and the *Orange County Register*. She has received fifteen teaching awards for both her negotiation and strategic communication courses. She received her Ph.D. in Organizational Behavior from The Anderson School at UCLA. In addition, she has an MBA from The Anderson School at UCLA and a BA in Psychology and English from Stanford University.

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