



**University of
Zurich^{UZH}**

Faculty of Medicine

Workshop for Women in Medicine



Negotiation:

Know what you want, get what you need

Participants will

- be able to identify several negotiating strategies and develop an understanding of the risks and benefits of their own negotiating style
- be able to model negotiating strategies in career advancement, the clinical environment, and in personal interactions
- have the opportunity to practice their negotiation skills in small groups and to give / get feedback from the other participants



University of Zurich ^{UZH}

- Workshop:** Prof. Dr. Kathleen B. Digre
University of Utah
Prof. Dr. Beatrice Beck Schimmer
Faculty of Medicine UZH
Prof. Dr. Klara Landau
Faculty of Medicine UZH
- Date and time:** September 15th 2017,
4 p.m. – 6.30 p.m.,
followed by an apéro
- Place:** Faculty of Medicine UZH
Gloriastrasse 18, Zürich
Careum 2, 2nd floor, room 290
- Target group:** Women Dr. med./MD/Ph.D. in
medicine; employed at a Swiss
University or Univ. Hospital
- Costs:** *Free of charge*
- Registration:** until **September 4th 2017**
fillingthegap@dekmed.uzh.ch
*limited to 30 participants,
first come, first serve*

www.med.uzh.ch/Nachwuchsfoerderung/Veranstaltungen.html

This event takes place within the scope of the career development program «Filling the Gap».