

PROGRESS Presents

# Speak Up!

Getting What You Want Through the Power of Negotiation

Join us on this energetic day where women and girls (7-12 years of age) become *inspired*, *learn*, and *discover* the power of speaking up for what they want and deserve!

**Saturday, May 7**

**Carnegie Mellon University's Heinz College**

**8:30am – 1pm**

Price: Adults - \$85, Students - \$25 (valid student identification must be presented),  
Girls - \$25 (groups with 3 or more girls, please contact PROGRESS for discount information).

Continental breakfast and hors d'oeuvres will be provided. Free parking available.

## Progress

**To teach women and girls  
the value of negotiation.**

**PROGRESS' advisory committee members.**

A. Randol Benedict  
Alisha Bghat  
Kenya Boswell  
Kristen Burns  
Denise Caruso  
Mark Egerman  
Deborah Moses  
Judith Obermayer  
MJ Tocci



**Ayana Ledford**  
Executive Director

Carnegie Mellon University's Heinz College  
5000 Forbes Avenue  
Pittsburgh, PA 15213  
412-268-8650  
ledford@andrew.cmu.edu  
<http://progress.heinz.cmu.edu>

### **FOR Women:**

(Led by Dr. Linda Babcock)

In the past two decades, a barrage of books, magazines, and advertisements for executive education have offered instruction on how to improve your negotiation skills. In all of this, however, one point has been almost universally overlooked: All the negotiation advice in the world will be useless if you never get to the bargaining table in the first place. This workshop will present evidence showing that women are much less likely than men to initiate negotiations and how much women lose by not negotiating. It will also discuss the importance of teaching girls to negotiate and how to teach your daughter these important skills that will last a lifetime.

### **FOR Girls:**

(Led by trained community volunteers)

Interventions need to begin early. One of the factors holding women back from negotiating are the messages they receive as girls about how to get what they want. These messages come from the TV shows they watch, the movies they see, and often the behavior that is modeled for them by teachers, peers and other adults. This interactive workshop focuses on teaching girls to speak up for themselves and make positive choices throughout their lives.

Space is limited, so register today by visiting  
<https://www.heinz.cmu.edu/network/PROGRESS/registration.jsp>