

Empowering Women in STEM Workshop Series

The Art of Negotiation

March 5, 2014

Resources on Negotiation

- Babcock, L. and S. Laschever. 2008. Ask For It: How Women Can Use the Power of Negotiation to Get What They Really Want. Bantam Press. New York.
- Fisher, R. and W. Ury. 1981. Getting to Yes. Houghton Mifflin. New York.
- Malhotra, D. and M.H. Bazerman. 2007. Negotiation Genius: How to overcome obstacles and achieve brilliant results at the bargaining table and beyond. Bantam Press. New York.
- Harvard Law School. Program on Negotiation. 2012. *Free reports available if you subscribe online*: <http://www.pon.harvard.edu/free-reports/>

Women in STEM

- American Association of University Women. (2010) "Why so few? Women in Science, Technology, Engineering and Mathematics" <http://www.aauw.org/research/why-so-few/>
- Fouad, N.A., R. Singh, M.E. Fitzpatrick, and J.P. Liu. 2012. Stemming the Tide: Why Women Leave Engineering. University of Wisconsin, Milwaukee. 63 pp. http://studyofwork.com/files/2012/10/NSF_Report_2012-101d98c.pdf.
- Pollack. Eileen. 2013. "Why are there still so few women in science?" *The New York Times*, October 3, 2013.

Other resources on Women, Work, Leadership and Life

- Spar, Debora. 2013. Wonder Women: Sex, Power, and the Quest for Perfection. Sarah Crichton Books, Farrar, Straus and Giroux. New York.
- Sandberg, Sheryl. 2013. Lean In: Women, Work, and the Will to Lead. Knopf Doubleday Publishing Group.
- Slaughter, Anne Marie. 2012. "Why women still can't have it all." *The Atlantic*, July-August 2012.
- March, Stephen. 2013. "The Masculine Mystique." *The Atlantic*, July/August 2013.
- Carney, D., A.J.C. Cuddy, and A. Yap. 2010. Power posing: Brief nonverbal displays affect neuroendocrine levels and risk tolerance. *Psychological Science* 21:1363-1368.
- Cuddy, Amy. 2010. "Your body language shapes who you are." TED talk. http://www.ted.com/talks/amy_cuddy_your_body_language_shapes_who_you_are.html
- Eagly, A.H. and L.L. Carly. 2007. Women and the Labyrinth of Leadership. *Harvard Business Review*.

Ramona Swenson, Ph.D.
Senior Consultant/Aquatic Ecologist
ramona.swenson@cardno.com

Cardno ENTRIX
701 University Ave, Suite 200
Sacramento, CA 95825