Evaluation Summary-PD Workshop

On November 13, 2018, in collaboration with the C-DEBI Annual Meeting in Marina, CA, 21 graduate students and postdocs participated in an all-day professional development workshop. The workshop was led by Nancy Houfek of COACH (Committee on the Advancement of Women Chemists, University of Oregon). COACh has sponsored workshops both at a national and an international level, hosting seminars at conferences such as SACNAS, AGU, and the Ocean Science meetings.

The theme of the workshop was Strategic persuasion for meetings and negotiations and participants learned not only about negotiation theory, but techniques to use in both their personal and professional lives. When surveyed after the workshop, participants rated the overall workshop experience a 7 or higher on a 1-10 Likert scale (10 being most agree, n=10, average=9.2). Participants were asked:
1. Prior to the workshop, I did not have a complete understanding of negotiation
2. The workshop prompted me to begin thinking about steps I need to take to be more persuasive in my negotiations

And the average answers were 8.1 and 8.5, respectively, on a 1-10 Likert scale.

Quotes:
This was a fantastic workshop that went above my expectations (to be fair, I didn't really know what to expect). Really enjoyed this!

The workshop forced us out of our element as 'prestigious scientists' and required has to just be a group of people lacking a skill set.

The workshop broadened my perspective on what negotiations are and made me realize that we're involved in it most of the time. I do believe that the workshop made me more conscious of what negotiations are and gave me ideas on how to better myself in public speaking.

There were very clear strategies given by Nancy that we got to practice right away. It was very reinforcing and helpful.

A lot of negotiation boils down to communication, and so the body language awareness she coached us in as well as direct, simple communication was key.

I know better now what I can and cannot negotiate for and how to confidently ask for what I want.