



Women and Negotiation

Overcoming Gender Obstacles

with Kandarp Mehta



Timoney LEADERSHIP
INSTITUTE

12th June 2018

5pm-7pm

The K Club Hotel, Co. Kildare



Professor Kandarp Mehta

Kandarp Mehta has a PhD from IESE Business School, Barcelona. He has been with the Entrepreneurship Department at IESE as a Lecturer since October 2009. His research has focused on creativity in organisations, and negotiations. He has been awarded a fellowship for Dispute Resolution Research Center of Kellogg School of Management and has been a scholar there. He did his MBA in Gujarat University, Ahmedabad, India. He is also a member of the Institute of Cost and Work Accountants of India.

He frequently works as a consultant for startups and family businesses on issues related to Innovation and Creativity. He has published several articles, book chapters and a book on the subject. His doctoral thesis was about the process of creativity in the context of the motion picture industry. He has conducted several Negotiation and Creativity Workshops for corporate executives and management students in Europe, USA, Latin America and India. His work has been cited in media including in BBC America and GQ magazine.



Seminar content

This brief session with Professor Kandarp Mehta deals with the obstacles that women in particular face in negotiation situations. It will provide you with key insights from his research on how women can improve in achieving better results from typical business and life negotiations. You will have the opportunity to do a brief self-assessment to help you formulate where you can work on strengthening your negotiation skills.

The session will cover the following areas:

- Salary negotiations
- Preparing for negotiations, and understanding the other side
- Power imbalances
- Different types of personalities and projecting confidence
- Factors that influence the outcome of negotiating for women
- The "double-whammy effect" of being offered less and securing less

Fee?

Fee: €50

Join us afterwards to continue networking over dinner in the K Club (€55 extra)

This event is open to Alumni and non Alumni who have an interest in improving their negotiation skills.

We encourage you to share this event with any colleagues and friends that may benefit.

How to book?

To book your place, you can email admin@timoneyleadership.ie, or phone us on + 353 1 676 0477

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