



DEPARTMENT OF WOMEN'S STUDIES

\$start \$mart

Salary Negotiation Workshop

The Department of Women's Studies is sponsoring an AAUW Salary Negotiation Workshop, **Tuesday, November 29, 2016, 5:45-8:15 pm**. Developed by the American Association of University Women, the **Start Smart** workshop educates about the gender gap in pay while equipping college women and men to face the job market with the confidence, knowledge, and skills they need to negotiate better salaries and benefits.

Why sign up? According to research, only 25 percent of students report feeling confident that they can successfully negotiate a good salary and benefits package. This is especially significant for women negotiating their first salary. After attending a **Start Smart** workshop, a majority of participants report feeling more confident about their negotiating ability.

Attendees will gain valuable salary negotiation skills by learning:

- how the **gender wage** gap affects their lives
- how to develop a personal budget to **determine salary needs**
- how to **benchmark** salary and benefits
- how to **negotiate** for a salary--especially their first salary out of college

***Registration is required.
Seating is limited, so sign up today!***

Tuesday, November 29, 5:45-8:15 pm

5:45 – 6:00 pm – Sign in, pre-assessment, refreshments

6:00 – 8:00 pm – Salary Negotiation Workshop

8:00 – 8:15 pm – Post-workshop assessment

FREE and open to any University of Maryland student. Registration required.

To register, go to <http://ter.ps/salarynov29>. Your place in the workshop will be confirmed by email.

For questions, please contact Professor Elsa Barkley Brown, Director of Undergraduate Studies, Department of Women's Studies – barkleyb@umd.edu or 301-405-7710.

