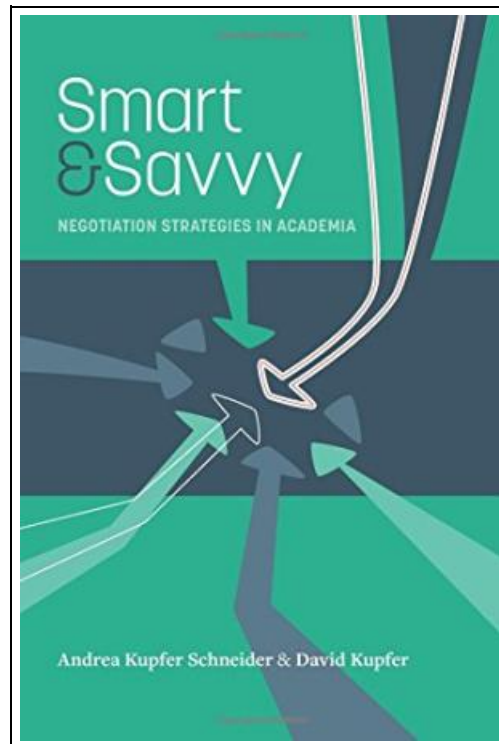


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SMART SAVVY: NEGOTIATION STRATEGIES IN ACADEMIA (PAPERBACK)

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Meadows Communication LLC, 2017. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****. The authors had each spent years working on career development and mentoring in their specific fields and then, over a decade ago, joined forces to offer negotiation training for those in the health sciences. David Kupfer, as chair of the world-renowned University of Pittsburgh Department of Psychiatry, had worked with younger scientists for years. The questions these scientists asked were often about their scientific hypotheses, how best to frame their research questions, how to understand the outcomes of their studies, and how best to present those outcomes, both in person and in writing. However, just as often their questions involved career concerns. What should a young female resident do about timing her next pregnancy when she feels the biological clock ticking but wants to take on a particularly demanding set of rotations because they seem essential to her career goals? How should a young faculty member who has just received his first research grant begin to gracefully establish his independence from the chief of his laboratory, who still sees him as someone to boss around? When Andrea Kupfer Schneider, a Harvard-trained negotiation professor for over 20 years, started helping her father with these conversations, they both noticed a startling gap: unlike their business and law school peers, academics generally receive no training in negotiation skills. This made no sense to Kupfer and Schneider: studies show that young scientists often fall off their career paths because they weren't satisfied- but that the lack of satisfaction generally is less about science than it is about interpersonal challenges and workplace communication. The negotiation trainings they devised resulted in participants feeling more confident in asking for what they need to be successful. Even when they...



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