

adha 94TH ANNUAL
CONFERENCE
JUNE 14-19, 2017
JACKSONVILLE, FL



CE Course Handout

Individual Career Power Sessions: Negotiation & Salary Talk

June 15th, 2017



American
Dental
Hygienists'
Association

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Individual Career Power Sessions: Negotiation & Salary Talk

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This session is brought to you by:

PHILIPS

Gremlins & Your Voice of Leadership

What if this event were a mirror for all your “resistance”?
What do the gremlins say? What does your inner leader say?
How you do anything is how you do everything!

Voice of Inner Gremlins

Voice of Inner Leader

Example: I came here for a reason. I commit to staying open and getting everything I can from this experience.

Identify the key drivers of negotiations

Expert strategies for successful negotiations

Skill exercises to get on your dime during money conversations

Sources:

Shirli Kopelman, University of Michigan

Stone, Patton, Heen, Difficult Conversations

Neal & Lys, Getting More of What You Want

Chris Voss, Never Spit the Difference