

منتدى القيادات النسائية العربية  
ARAB WOMEN LEADERSHIP FORUM



# From Theory - through Training - to a New Practice

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# Conclusions

1. We must emphasize a broader concept of negotiation
2. Most of the advice on negotiation works for powerful men and neutral advisors – but not for women negotiating on their own and for themselves - other advises must be emphasized
3. The situational context plays a crucial role in shaping the possibilities for any negotiator - also for women

# What we do

- Train the things women should strengthen
  - share knowledge - before the meeting
  - throw an anchor - before the meeting
  - introduce multiple options - before the meeting
  - create and participate in dialogue - before the meeting
- Train the skills needed for women
  - persistency
  - creativity
  - comfortable presence in the crucial negotiation rituals
- Train respectful and fruitful collaboration
- Invite women to build on techniques and abilities from their private sphere

Thank you - and good luck!



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