Ladies: Awaken the boss in you!

As a woman in a leadership position, do you worry about making a competent and assertive impression while still being respected by your employees and colleagues? Do you feel like your male colleagues can use negotiation and networking tactics that would never work for you? Admittedly, these can be awkward topics, but they are nonetheless topics that many current and future women leaders are eager to learn more about.

In this workshop, we will first discuss results of empirical studies that show evidence for the typical differences that women leaders face. Through group discussions and hands-on activities, we will explore the principles of networking, negotiation, impression management, and communication (both body language and rhetoric), and how these can be best applied to the leadership tactics of successful women leaders.

Content
- The specific challenges female leaders face and why
- Leadership prototypes and styles
- Networking for organizational success
- Negotiation and communication tactics
- Impression management and personal branding

Methods
Trainer input, group exercises, individual tasks, role playing, selected research studies and case studies regarding women in leadership roles

Target Group
Female doctoral students who are preparing for leadership responsibilities.