



WOMEN *in* MANAGEMENT
Empowering the Women of USC since 1979

ART OF NEGOTIATION

With Dr. Sabrina Pasztor



Sabrina Pasztor, the assistant professor of clinical business communications is an expert in the different communication patterns employed by men and that of women. She teaches business students how communication can help or hinder their careers. Women in particular need to understand how each gender communicates differently (masculine vs. feminine speech styles), and how to utilize the best of both when in a business situation.

- **Did you know that if you miss out on negotiating your starting salary by only 7% in your first year of work, you will lose \$500K - \$1.2 million in salary over 30 years of employment?**
- **Come learn negotiation theories, tools, and techniques to earn what you are worth at this interactive USC Women in Management Workshop.**

May 1, 2017 Noon – 1:30 p.m.

USC Tower, 1150 S. Olive Street, 29th Floor, Los Angeles, CA 90015.
Please take UPS Shuttle to City Center at 11:30 a.m. or if you prefer to car pool, parking is available at the parking lots around the Center for \$12 a day.



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