

VIDEOS, WEBINARS & ON-LINE COURSES

"LinkedIn" Video Series (Monday)

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| <ul style="list-style-type: none">• Should you negotiate your job offer (in a pandemic)?• Should I make the opening offer or let them talk first?• The Art & Science of the Perfect Counter-Offer• No BATNA? Think again!• How to respond when they ask you about your BATNA?• The IDEAL Opening Offer?• Point Offer or Range Offer at the negotiation table?• Negotiation Tennis: The How, When, and Why of Concession-Making• TOO GOOD TO BE TRUE??• So, you want a Raise? (what to do and what NOT to do...)• How to use Leverage in Negotiation | <ul style="list-style-type: none">• Look for the Orange!• Are you Satisficing or Optimizing at the Negotiation Table?• Negotiating with you Valentine?!!• Why You Should Never Lie at the Negotiation table• What if I don't TRUST the other party (at the negotiation table)?• Negotiating in the MEDIA Spotlight?!• How can Women best deal with Backlash at the Negotiation Table?• Leveling the Negotiation Playing Field• Negotiation Game Face?• A Job Interview is NOT a Job Negotiation• BATNA use and BATNA abuse (!) |
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VIRTUAL COLLABORATION

- [Managing Virtual Teams](#) (3 min short animated video)
- [Virtual Teamwork](#) (5 core topics, each with 5 lessons = 25 best practice videos)
- **Kellogg Insight** (December 2, 2021)
[The Insightful Leader Live: How to Navigate Work Relationships in a Virtual World](#)
- **Kellogg Recruiter Connect** (May 15, 2020)
[Making the Most of the Virtual Shift](#)
- **Kellogg Through Leadership** (May 14, 2020)
[The \(new\) Art of Virtual Collaboration](#)
- **WGN-TV (April 8, 2020)**
[Monitoring productivity while working from home – how managers and employees can adjust to this new norm](#)
- **WCTP-AM 820 radio with Joan Esposito** (March 18, 2020)
Working and negotiating remotely during COVID-19 and the stay-at-home order,
Radio/on-air only

NEGOTIATION

- **Quartz At Work** (April 13, 2022)
[Be a better negotiator by having a "BATNA"](#)
- **Marketplace Morning Report, Women and Work** (March 8, 2021)
[Women less likely to ask for raises and promotions during COVID](#)
- **The Business & Management Collection, Henry Stewart Talks** (January 31, 2021)
[Negotiating the Sweet Spot: The art of leaving nothing on the table \(part 1, "Negotiating in Personal Life\)](#)
- **Dan Hill's EQ Spotlight** (December 4, 2020)
["Negotiating the Sweet Spot: The Art of Leaving Nothing on the Table"](#)
- **HarperCollins Focus Webinar** (August 6, 2020)
[7 Hacks to Become a Better Negotiator Today](#)
- **Harvard Business Review podcast** (August 4, 2020)
[Adapting Negotiations to a Remote World](#)
- **Harvard Business Review Dear HBR podcast** (May 7, 2020)
[Pre-Pandemic Promises \(Bonus\)](#)
- **Harvard Business Review podcast** (April 18, 2019)
["Counteroffers"](#)
- **High Performance Negotiation Skills For Women** (3 min short animated video)
- **Vox Creative**
["Why is it so hard to fix the gender wage gap?"](#)
- **Negotiation Tactics 101: Learn effective negotiation skills in under an hour**
[Toolbox 1 - Negotiation: What can go wrong? What must go right?](#)
[Toolbox 2 - How to prepare effectively](#)
[Toolbox 3 - Claiming value](#)
[Toolbox 4 - Creating value](#)
- **High Performance Negotiation Skills for Women in STEM Fields**
- **High Performance Negotiation Skills for Women**
Event: Women's Leadership Workshop 2014
- **High Performance Negotiation Skills for Women**
Event: Women's Leadership Workshop 2013

- [Strategies for Negotiating Employment Packages](#)
Event: Women Negotiate Forum 2014
- [Strategies for Negotiating Employment Packages](#)
Event: Women Negotiate Forum 2013
Video: Mid-career promotions
- [Strategies for Negotiating Employment Packages](#)
Event: Women Negotiate Forum 2013
Video: When told it's non-negotiable
Video: Using outside offers
- [Negotiation Theory and Research: Gender & Race](#)
Event: Diversity and Inclusion Leadership Series, University of Chicago

CREATIVITY

- [How Brainstorming can Neutralize the Loudmouths](#)
- [Managers Are Wasting Time and Money on People Problems](#)
Harvard Business Review (October 20, 2016)
- [Fix Your Useless Brainstorming Sessions in Two Minutes](#)
Businessweek.com
Video: Brainwriting: How to Neutralize the Loudmouths
- **Brainwriting: How to Neutralize the Loudmouths**
Businessweek.com
- [Creative Conspiracy: Embracing the counterintuitive side of collaboration](#)
Event: Kellogg Executive Women's Network & Kellogg Alumni Club of Chicago

LEADERSHIP

- **Kellogg EMBA Women's Leadership Series: Leading with Emotional Intelligence**
(May 29, 2020)
[Emotional Intelligence: What successful leaders need to know](#) (embaMay29#)
- **[Stop Spending, Start Managing: Strategies to Transform Wasteful Habits](#)**
Kellogg Faculty Speaker Series (February 3, 2017)
- **Talks at Google, Authors at Google**
[“Stop Spending, Start Managing: Strategies to Transform Wasteful Habits”](#)
- **[Life stories and leadership: Growth mindset and leadership stories](#)**
Event: SPARK: Life Stories and Leadership

TEAMWORK & COLLABORATION

- **MOOC: (massive online open course)**
[High Performance Collaboration: Leadership Teamwork and Negotiation.](#)
- **Teamwork 101: Design a high-impact team in four sessions (each video less than 15 minutes)**
[Toolbox 1 – Designing teams for success](#)
[Toolbox 2 – Optimizing team decision making](#)
[Toolbox 3 – People skills and emotional intelligence](#)
[Toolbox 4 – Creativity and innovation in teams](#)
- **[Is Your Team Slacking? \(What To Do\)](#)**
- **[Why are we stuck in pointless meetings?](#)**
Event: The Big Question Monthly Video Series. University of Chicago, Booth School of Business
- **[High Performance Teamwork: Engagement and Creativity](#)**
Event: Diversity and Inclusion Leadership Series
- **Kellogg Alumni Competitive Edge Series**
[Leading a Culture of Collaboration.](#)