

VIDEOS, WEBINARS & ON-LINE COURSES

“LinkedIn” Negotiation Video Series (Monday)	
<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

VIRTUAL COLLABORATION
<ul style="list-style-type: none"> • 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.](#)