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Smart Technology

# The HealthTech Weekly

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*Smart & Savvy: Negotiation Strategies in Academia*



Think you know how to negotiate?

Dr. David Kupfer, Distinguished Professor Emeritus and former Chair of Psychiatry at the University of Pittsburgh, and his daughter

Dr. Andrea Schneider, Professor of Law at Marquette University and Director of its Dispute Resolution Program, explain,

*"Negotiating your way through academia effectively and smoothly, like any skill, requires both knowledge and practice."*



From fellowship and post-doctoral training to tenure and retirement, *Smart & Savvy* utilizes ski trail analogies to help readers navigate tricky negotiations at every career stage!

Visit the *Smart & Savvy* website [here](#), and watch Dr. Schneider's Ted Talk entitled "Women Don't Negotiate and Other Similar Nonsense" below:



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