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The HealthTech Weekly

March 12, 2018

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

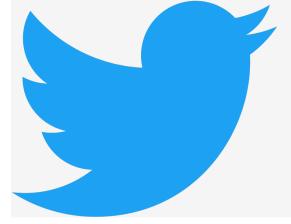
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