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SALARY NEGOTIATION WORKSHOP FOR STUDENTS

DATE: TUESDAY MARCH 31, 2020
TIME: 4-6 PM
LOCATION: SMITH CAREER CENTER, ROOM B

Mark Equal Pay Day with Start Smart! March 31st is how far into 2020 that women must work to earn what men earned in 2019.

Sponsored by the Women’s Center, Career and Professional Development, and the Office for Inclusion and Diversity.

Women working full-time in the United States typically are paid just 80 percent of what men are paid, a gap of 20 percent – and it’s even wider for women of color.

Attend this 2-hour salary negotiation workshop to learn how to confidently and successfully negotiate your salary and benefits package.

In this workshop, you will gain confidence in your negotiation style through facilitated discussion and role-playing. You will learn:

- how to identify and articulate your personal value;
- how to develop an arsenal of persuasive responses and other strategies to use when negotiating;
- how to conduct objective market research to benchmark a target salary and benefits;
- about the wage gap, including its long-term consequences.

Sound worthwhile? Visit www.womenscenter.vt.edu to register for the workshop. Registration is required. Refreshments will be served.