Women of the Future Network

Own Your Career – Success Strategies and Skills for Women

13 January 2022

Programme Directors: Kathryn Bishop and Paul Fisher

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| 13 January 2022 |
| 10-30-1045  **Welcome**  *Caroline Williams, Director Open Programmes, Executive Education*  *Eleanor Murray, Associate Dean for Executive Education* |
| 1045-1300  **Strategising for Career Success**  *Kathryn Bishop* |
| Break 1300-1345 |
| 1345-1515  **Applying Negotiation to Career Success**  *Paul Fisher* |
| 1515-1545  **Closing Session and Final Observations** |

In this interactive online workshop, there are two sessions designed to help you to reflect on your career and how you might plan for the future, and how to develop your negotiation skills as part of implementing that plan. Both sessions draw on Oxford’s research and teaching. There will be an opportunity for discussion and questions, as well as some short individual exercises to help you to get the most out of the workshop.

**Strategising for Career Success**

Kathryn Bishop (Programme Director of the [Oxford Women Transforming Leadership Programme](https://www.sbs.ox.ac.uk/programmes/executive-education/campus-open-programmes/women-transforming-leadership-programme))

Oxford research with women leaders indicates that there are some key moments in our working lives. Recognising those moments and developing a strategy from them can make all the difference to your success, however you define that. In the session, Kathryn Bishop will look at some of the latest research and work with you on an exercise to apply the learning to your own working life.

**Applying Negotiation to Career Success**

Paul Fisher (Programme Director of the [Oxford Programme on Negotiation](https://www.sbs.ox.ac.uk/programmes/executive-education/campus-open-programmes/oxford-programme-negotiation))

Negotiation is fundamental to everything we do and underpins management, leadership, career success and much more. In this session, participants will learn the fundamental tools of negotiation and how it can be applied to career success. Areas that will be covered will include: the intellectual and psychological underpinnings behind negotiation; the importance of distinguishing between positions and interests; when you should and should not negotiate; and the importance of goals, preparation and process.

**Registration**

Please register your interest to participate in this Own Your Career Day, with Oxford Said Business School.

<https://sbsox.zoom.us/meeting/register/tJIudOyvrjwsGtbtt4fWA0uQBshqdVvWtv7W>

Deadline for registration to this event is **Thursday 6 January 2022.**

**GDPR Notice**

Saïd Business School will be recording this session, the recording will be shared with you after the event. The data will be stored in our secure servers for a period of 6 years.  Should you have any issue with this, please let us know.

By Registering to this event with Saïd Business School you agree for the school to keep you informed about relevant leadership content from Oxford faculty and any upcoming programmes which may complement your career development. You can change your mind at any time by clicking the unsubscribe link in the footer of any email from us.

**Thank you for your interest and we look forward to meeting you virtually in January!**