



The Institute of Electrical and Electronics Engineers  
(IEEE)  
Women in Engineering Affinity Group  
and Joint Societies Chapters/ Galveston Bay Section



**ONLINE Virtual Meeting**  
**FRIDAY, August 7<sup>th</sup>, 2020 2-3 PM (Houston Time)**

**TOPIC: Negotiation 101: How to Let the Other Person “Have Your Way”**

**SPEAKER: Kimberly Wiefling, Wiefling Consulting**

**PRESENTATION:** We all negotiate on a daily basis, however we don't usually call it that. You may be trying to get a coworker to change a behavior that is driving you nuts, or agreeing on deliverable dates for an important project, or simply trying to decide which restaurant to go to for the team celebration. Communication effectiveness is the cornerstone of effective leadership. Without communication, there is no negotiation. Based in part on the well-known “Getting to Yes” by Ury and Fisher, this will equip you with practical tools that will enable you to “get the other person to have your way” and dramatically increase your chances of achieving your goals. This is common sense, which continues to be amazingly uncommon. Come find out why “Women Don't Ask”, and you'll leave with negotiation skills that you can apply immediately!

**SPEAKER: Kimberly Wiefling** is the founder of [Wiefling Consulting](#), and co-founder of [Silicon Valley Alliances](#). Kimberly strongly believes that companies doing business across borders and boundaries of every kind are a powerful force for peace in Our World. She is committed to supporting purpose-driven organizations in attracting high-quality investors and the best people through the competitive advantage of a healthy organizational culture. Her big dream is that, one day, both investments and workers will preferentially flow to these kinds of organizations instead of the soul-sucking variety, and the sick, twisted, dysfunctional organizations of Our World will wither and die for lack of financial resources and the talented people they've driven away to more life-affirming workplaces . . . for a better world.

**SUPPORTING SPEAKER: Stewart Levine**, As a practicing lawyer, Stewart realized that fighting was a very ineffective way of resolving problems. As a marketing executive for AT&T he saw that the reason collaborations fall apart is that people do not spend the time at the beginning of new working relationships to create clarity about what they want to accomplish together, and how they will get there. He has worked with 3M; American Express; Chevron; Con-Agra; EDS; General Motors; Harvard Law School; Oracle; Safeco; University of San Francisco; U.S. Departments of Agriculture and the Navy. Stewart's inspirational and content rich keynotes have generated standing ovations around the globe. He generates engagement, empowerment and excitement whenever he speaks.

*Organized by the Women In Engineering Affinity Group (WIE-AG) of Galveston Bay Section and Joint Societies Chapters, this complimentary presentation is open to all interested IEEE and non-IEEE members.*

**Registration** is needed by Wednesday August 5<sup>th</sup>, 2020 [Close of Business at 5:00 PM Houston Time] to receive login information and attend the complimentary presentation. Please send registration request to Dr. Sabia Abidi at [sabriaabidi@gmail.com](mailto:sabiaabidi@gmail.com) indicating if you are an IEEE member and/or WIE member.

Please check IEEE GBS website: <https://site.ieee.org/gb/> for additional details and other section programs.