

2008 Webinar Series for Technical Women Leaders

Anita Borg Institute and Invent Your Future Present:

Negotiation Skills for Technical Leaders

May 27, 2008 | 11:00 am - 12:00 pm PST

Whether you are striving for your next promotion, salary increase or buy-in for a new idea, good negotiation skills are critical to your success. Learn tips on preparing for negotiation, developing the courage to ask for what you want, knowing when to push and when to back-off, building your credibility before and during a negotiation and when and how to get support from others in achieving your goals.



Your Host

Award-winning broadcast journalist Sydnie Kohara
Co-anchor, CBS 5 Eyewitness News

Guest Speakers



Gail Coury, CISA, CISSP, CISM

Vice President, Risk Management, Global IT, Oracle

Gail has over 20 years of cross-industry experience in information security infrastructure systems and network management, security technical consulting, information systems auditing, and programming. Gail leads the risk management function for Oracle Global IT and is the former CISO for PeopleSoft and J.D. Edwards.



Tara Prakriya

Architect, Microsoft's Unlimited Potential Division

Tara joined Microsoft in 1997 to work on the MSN Platform. She led early adoption of the .NET Framework as the Product Unit Manager of the content management platform. She was also a Program Manager for the ad system and the content and user data warehouse. Joining Windows in 2002, she was the Product Unit Manager for Mobile PCs in Vista and then the Product Unit Manager for Tablet PC in Vista. Most recently she has been incubating projects in emerging markets that leverage pen, touch and ink. Previously, she worked at Merck & Co's U.S. Human Health Division IT focusing on financial data warehousing.

Register

<http://www.inventyourfuture.com/ABI>

\$49/one session. Groups/departments up to 100 employees: \$1,500/webinar. Space is limited.

System Requirements: (PC) Windows 2000, XP Home, XP Pro, 2003 Server, Vista (Mac) Mac OS X 10.3.9 (Panther) or newer.

A Program of



ANITA BORG INSTITUTE
FOR WOMEN AND TECHNOLOGY



The Webinar Series is a joint, fee-for-service program of the Anita Borg Institute for Women and Technology, a 501(c)(3) not-for-profit organization, and Invent Your Future Enterprises, a woman-owned, for-profit company. All Webinar proceeds are divided equally between the Anita Borg Institute for Women and Technology and Invent Your Future Enterprises.