

DISH WOMEN'S NETWORK HIGHLIGHTS

SEPTEMBER 2018 HIGHLIGHTS

MENTORSHIP PROGRAM LAUNCH

This month, the DISH Women's Network will launch its new Mentor and Advisor Program (MAP). This program was built out of the feedback from our members and with the guidance of our Steering Committee. The program will be launched via a network wide survey on October 4. During that survey you will be asked to select if you are interested in being a mentor, a mentee, or both. From there, the team will work to get mentors set up in our matching system, and then mentees will be sent communications to set up their profile and view mentor options. This program has been designed as a self-serving platform that will allow you to go on, view available mentors, and submit requests to them for mentorship.

Please keep an eye out for further communications on this new program and we look forward to watching your careers benefit from the critical tool of mentorship!

NAVIGATING NEGOTIATIONS

This month, DISH Women's Network hosted University of Denver Professor Dr. Cindi Fukami. Joining us for a lunchtime session, she taught an intensive "Navigating Negotiations" class to over 80 Women's Network members. This session was recorded and can be viewed [here](#). As we approach review season please take time to reflect on your work, your contributions, and being an advocate for yourself during these important conversations.

Highlights

- A good negotiator will ask questions, listen, will seek to understand the other person, and will work to enjoy the challenge of solving the problem.
- Share information in small batches; determine what low importance information you can share at the start to show openness and build trust but not reveal your position from the start.
- Work to build a common ground with the person you are negotiating with.
- A good negotiation: will produce a wise agreement, is efficient, improves the relationship, and creates value.
- Work to separate the people from the problem: do not focus on positions but focus on the interests. This means to focus on why someone feels strongly about something and use that to find a solution.
- Be aware of the levers that impact a negotiation; talk to HR or a manager to know what the levers are and then build your negotiation around the reality of the levers.
- Don't only think about "price" but think about what else is a positive result for you, including things such as training, new projects, new opportunities, increased flexibility, travel, etc.

Negotiation Resources

NEVER SPLIT THE DIFFERENCE

Negotiating as if your life depended on it. By Chris Voos

GETTING TO YES

Negotiating Agreement Without Giving In

UPCOMING EVENTS

FIRST FRIDAY COFFEE

Friday October 5th 7am-9am in the Café Event Room

Favorite Things About Fall. Halloween and Thanksgiving? How do you celebrate the season? Join us for First Friday coffee (and bagels), we want to hear all about it!

BEING YOUR OWN BRAND AMBASSADOR

Tuesday October 30th 11am-12pm in Mt. Elbert

It's important that you know how to positively position yourself as an employee in various environments and mediums. In this training, you'll learn tips and best practices for creating the strongest Resume, LinkedIn profile, SuccessFactors profile, and more. By capitalizing on your accomplishments throughout different platforms, you set yourself up for a positive brand. Details coming soon!

ON THE BLOG

THE SUMMER OF THE FEMALE C-SUITE

Find more about the women who have ascended to C-Level positions recently.

6 KEY TRAITS WOMEN IN STEM POSSESS

Discover qualities that successful women share.

WATCH REMOTELY!

Watch our speakers and events REMOTE by using the DISH Vue platform. Sales Training and Support has partnered with DWN to offer an improved remote streaming experience for our DWN members across the country. For our speakers, sign up for the "remote" ticket on WebEx and we will send you the link to join!

