

**Dollars and Sense:  
The Value of Asking for What Your're Worth**

The Blair County Library System through financial support from the WISE Women of Blair County is offering a free one day workshop entitled: **Dollars and Sense: The Value of Asking for What You're Worth**. The goal of the workshop is design to provide women with the skills and essential techniques for obtaining the best results when negotiating for compensation. The workshop is specially designed for women who are beginning their careers or in mid-career.

The workshop will provide the following outcomes:

- Women will understand the value of negotiating
- Women will be less apprehensive to ask for what they want
- Women will recognize opportunities to negotiate
- Women will know how to prepare for a negotiation

Date of Workshop: September 22, 2010

Location: The Arc of Blair County, 431 Jackson Avenue, Altoona, Pa. 16602

Workshop Schedule:

9:30 – 10:00 AM Registration, continental Breakfast, Pre-evaluation, Introductions

10:00 – 11:00AM What's the Point

- Why Women Don't Ask
- What's at stake if you don't ask
- Gender differences in negotiating

11:00 – 11:15 AM Break

11:15 - Noon Step to Prepare

- Negotiation Terminology
- How to establish your worth
- Emotional Management

12:00 – 12:30 PM Lunch

12:30 – 1:00 PM How to Ask

- Competitive versus Cooperative
- Leading Questions
- Conflict Styles

1:00 - 2:30 PM Practice Makes Perfect - Role Playing Activities

Ayana Ledford will present the workshop. Ms Ledford joined Carnegie Mellon University's H. John Heinz III College School of Public Policy and Management as the Executive Director of PROGRESS ( Program of Research and Outreach on Gender Equity in Society) in January 2006. She is responsible for executing the mission of PROGRESS which is to undertake and disseminate research on issues related gender equality and to develop partnerships to provide programs for girls and young women.

Prior to starting at Carnegie Mellon University, Ayana worked for Bloomfield-Garfield Corporation and the Bayer Center for Nonprofit Management at Robert Morris University. Her degrees include a BA in Sociology from Dickinson College and a MSW from the University of Pittsburgh with a focus on community organizing and social administration.

Grant application can be found on the Blair County Library System's website:

<http://www.blaircountylibraries.org/>

**Grant Application Due Date: Wednesday September 15, 2010**

Completed Applications can be mailed or emailed.

Mailing Address: System Administrator

Blair County Library System  
1600 Fifth Avenue  
Altoona, Pa. 16602

Email Address

[bcl@altoonalibrary.org](mailto:bcl@altoonalibrary.org)

If there are questions, please call: 946-0417 ex. 132

