



## **Gender, Morality, and Power in Negotiations**

October 1, 2015 at 6 PM  
Berkeley, CA

### ***100WHF invites you to bring a younger female professional as part of Celebrating Education - Investing in the Next Generation initiative***

Some say negotiation is a man's game. If so, it's time to learn the rules and raise your score. Learn about the research Dr. Laura Kray conducts on trends in the workplace and negotiation, including:

- Ways that negotiation is a gendered activity
- How genders make different ethical choices and treatments in making business decisions
- Specific negotiations tactics that leverage influence and power.

Bring your questions and what-if scenarios to this lively discussion of gender and negotiations.

If you are bringing a guest, please RSVP with your guest's name.

### **Event Details**

**Date:** October 1, 2015

**Time:** 5 PM Registration.

We will begin *promptly* at 6 PM; please arrive early. Since it is disruptive to everyone when latecomers enter the session, those arriving after an education session has begun will only be admitted at the discretion of 100WHF and the host. Please note the start time on this invite and plan to arrive early.

Networking prior to session.

**Host:** UC Berkeley Center for Executive Education

**Location:** Executive Education Classroom at Cal Memorial Stadium on the UC Berkeley Campus  
2205 Piedmont Avenue (opposite to the Haas School of Business), **Berkeley**, CA 94720

(Please see below for directions.)

RSVP: [RSVP Now](#)

**You may include a non-member guest with your RSVP.**

If you have any questions about this event, please contact the [California, North](#) committee.

**This event is NOT FOR ATTRIBUTION. All 100WHF events are private events and we require that no one reports publicly on any aspect of them.**

**Admission is free, but there is a \$25 charge if you register and do not attend, even if you cancel in advance. No-show proceeds will be donated to 100WHF Foundation - Celebrating Education/Investing in the Next Generation initiative, the 2015 beneficiary of 100WHF's US philanthropic initiatives.**

If you have no-show fees in arrears, the system cannot register you for an event. You can view and pay for any outstanding no-show fees online from your [Member Profile](#)

Space is limited. No walk-ins will be permitted.

## **Biography**

**Dr. Laura Kray**, Warren E. and Carol Spieker Chair in Leadership, UC Berkeley Haas School of Business  
Laura Kray is a Professor at the Walter A. Haas School of Business at the University of California, Berkeley. She holds a doctorate in Psychology from the University of Washington and has been on the Berkeley faculty since 2002. Dr. Kray has published over 30 articles in leading journals on topics pertaining to gender and negotiations, and how counterfactual thinking (reflections on the past of "what might have been") influence creativity, analytical problem solving, learning from experience, and the creation of meaning in personal narratives.

Professor Kray is the recipient of multiple National Science Foundation grants and has won several Best Paper awards, from the Academy of Management and the International Association of Conflict Management. She currently serves on the editorial board of Organizational Behavior and Human Decision Processes and Social Psychological and Personality Science. She teaches courses on negotiations, leading high impact teams, and leadership to MBAs and executives, and she has been recognized for her teaching excellence with ongoing membership in Haas' "Club 6." She is also the founder and current faculty director of the Women's Executive Leadership Program of the Center for Executive Education at UC Berkeley. She provides leadership training to for-profit and non-profit organizations across the globe.

## **Directions**

Directions to the Executive Education Classroom at Cal Memorial Stadium classroom:

- Take the stadium stairs, located directly across from the Haas School of Business white curb area, located at 2220 Piedmont Ave, Berkeley, CA 94720.
- Take the stairs up to the Plaza Level. Turn right through Gate 2.
- Continue walking along stadium perimeter, past the Innovation Lab and Recreation Sports Fitness Center on your left. Enter the first door after the Recreation Sports Fitness Center. The door to the classroom will be on your left, only a few feet from where you entered. Signs will be posted to help direct you.

**Stadium Parking Information can be found [here](#)**



**About UC Berkeley Center for Executive Education (<http://executive.berkeley.edu/>)**

Boldly challenging convention and traditional approaches to business, the UC Berkeley Center for Executive Education fosters the development of executives who seize opportunities and are driven to maximize the potential of their organizations and employees. Berkeley Executive Education embraces the Haas School's mission to "develop leaders who redefine how we do business."

Challenging convention is at the heart of the Haas School of Business and a driving force behind all programs offered at the Berkeley Center for Executive Education.

We partner with individuals and organizations to provide an educational experience with enduring impact that unlocks new ideas and ways of thinking, pushes traditional boundaries and facilitates discovery of fresh and unique approaches that defy the status quo.

**A Culture of Excellence**

As the #1 public university in the world, UC Berkeley has a long and proud history of being a changemaker and driver of innovation in business, the sciences, technology and policy.

This breadth of expertise and knowledge are integrated throughout our executive programs, taught by renowned faculty and industry thought-leaders.

**Client Focused**

We design and deliver programs that are strategically aligned with our clients' business objectives. Courses are real-world relevant and challenge participants to ask: "is there a better way to do this?"

Whether custom designed or open enrollment, our programs result in immersive, profoundly impactful learning experiences that shape careers and put companies ahead of the curve.



**100 women in  
hedge funds®**

**About 100 Women in Hedge Funds ([www.100womeninhedgefunds.org](http://www.100womeninhedgefunds.org))**

100 Women in Hedge Funds is a global, practitioner-driven non-profit organization serving over 13,000 alternative investment management investors and professionals through educational, professional leverage and philanthropic initiatives. Formed in 2001, 100 Women in Hedge Funds has hosted close to 500 industry education events globally, connected more than 250 senior women through Peer Advisory Groups and raised over \$36 million for philanthropic causes in the areas of women's health, education and mentoring.