

Negotiating with impact

Talent deserves visibility. At the negotiating table too.

Who it is for Professionals who want to grow in negotiation

Format Workshop · in-company or online

Talent deserves visibility. At the negotiating table too. Negotiation is about far more than salary. It is about influence, position, recognition and taking up space.

In this interactive workshop participants learn how beliefs, social norms and communication influence negotiations about salary, promotion, projects, working hours and career development.

Through theory, exercises and real cases participants build confidence and learn to make their value visible with conviction.

Why do women negotiate less often about salary?

Women often negotiate excellently for others, but less so for themselves, partly because of limiting beliefs and expectations from their environment. On average their salary for equal work is around 8% lower than that of male colleagues.

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Rijksoverheid

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RIJKS MUSEUM

Port of Amsterdam

UNIVERSITY OF AMSTERDAM

Interested in this workshop?



We tune content and examples to your organisation and goals, from board and executive level to teams.

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