

Women Negotiating Recruitment Letter for Study Participants

The researcher is conducting a study to understand the influences that shape how women negotiate. Negotiation is an important skill and necessary for performing well in the workplace.

The researcher is looking for one of three groups of women:

- Mid-level women managers who have been working full-time in an organizational context for between 10-15 years; Or
- Working less than five years full-time in an organizational context; Or
- Working more than 25 years full-time in an organizational context

It does not need to be the same organization for that duration of time, but collectively.

The researcher is from Columbia University and teaches negotiation in a masters level program and externally in organizational contexts. Each interview will take about 90 minutes, done over Zoom or Skype. The participants will be asked some questions related to negotiation and will be asked to use some communication models as part of the interview. The results will be anonymous and no information identifying the participants directly to the results will be made.

As a follow-up to the interview, the researcher may request another brief conversation to ensure the information captured is represented accurately. In turn, the participant may also request a follow-up conversation in case there is something else she thought of and wanted to include or if she wanted to further clarify points made. An informed consent form will be given and you will be asked to sign it to represent your agreement to participate in this study.

If you are interested in participating in this study or referring a participants, please contact Beth Fisher-Yoshida at bf2017@columbia.edu or 347-255-9824.

Thank you for your participation.