



On March 8th, International Women’s Day, MU will be hosting an American Association of University Women ([AAUW](#)) Smart Start Salary Negotiation Workshop. If you are interested, please [sign up here](#). Participation is limited to 40.

AAUW Start Smart is specifically designed to teach you how to negotiate salaries for a new job. In every two-hour workshop you’ll gain confidence in your negotiation style through facilitated discussion and role-play and learn

- How to identify and articulate your personal value
- How to develop an arsenal of persuasive responses and other strategies to use when negotiating
- How to conduct objective market research to benchmark a target salary and benefits
- About the wage gap, including its long-term consequences

Why is negotiation so important? AAUW’s research on the gender pay gap shows that, one year out of college, women are already paid significantly less than their male counterparts — in 2009, women one year out of college who were working full time were paid, on average, just 82 percent of what their male peers were paid. And those lost potential earnings add up over a lifetime.

Women who negotiate increase their potential to earn higher salaries and better benefits packages. By negotiating fair and equitable salaries, you’ll be better able to pay off loans, buy the things you want and need, and even save (though it may seem like it’s far away) for retirement.

This workshop is open to Millersville University students and alumni.

If you are interested, please [sign up here](#). Participation is limited to 40. Light refreshments will be served.

If you are interested in women’s issues, join the [AAUW Club on campus](#).

This Workshop is sponsored by the AAUW Club, Experiential Learning and Career Management (ELCM), and the President’s Commission on the Status of Women. I hope to see you there!

For more information, contact Jill Craven, 717-871-7386 or jill.craven@millersville.edu.