Women’s Career and Leadership Development Conference Resource List


4. Evans, Gail. Play Like a Man, Win Like a Woman: What Men Know About Success that Women Need to Learn


6. Fisher, Roger and Ury, William. Getting to Yes Negotiating Agreement Without Giving In

7. Frankel, Ph.D., Lois P. Nice Girls Don’t Get the Corner Office: 101 Unconscious Mistakes Women Make That Sabotage Their Careers


9. Heim, Ph.D. Pat. Hardball for Women: Winning at the Game of Business


11. Kolb, Deborah. The Shadow Negotiation: How Women Can Master the Hidden Agendas that Determine Bargaining Success

13. Reardon, Ph.D., Kathleen Kelly. It's All Politics: Winning in a World Where Hard Work and Talent Aren't Enough

14. Tannen, Deborah. _You Just Don't Understand: Men and Women in Conversation_

15. Tannen, Deborah. _Talking from 9 to 5: Men and Women at Work_

16. TED women's conference December 2010: Facebook COO Sheryl Sandberg on Why We Have So Few Women Leaders… [http://www.ted.com/talks/sheryl_sandberg_why_we_have_too_few_women_leaders.html](http://www.ted.com/talks/sheryl_sandberg_why_we_have_too_few_women_leaders.html)

17. Ury, William L. _Getting Past No: Negotiating In Difficult Situations_