

# Negotiation Skills in Academia and Life

## Panel Discussion

Panel members will speak briefly about their personal experiences in negotiating in academia and provide insights on skills women can build to effectively navigate both career and life negotiations. This will be followed by a question and answer period and discussion.

Thursday, April 15 from 12-1:30 PM

Philip Vera-Cruz Room

(located on the first floor of Original Student Center behind AS soft reserves near Porter's Pub)

*Light refreshments will be served*



**Tamara L. Wall** is Professor of Psychiatry at UCSD, Associate Chief of the Psychology Service and Director of Psychological Services for the Alcohol and Drug Treatment Program at the Veterans Affairs San Diego Healthcare System, and Associate Director of the Clinical Psychology Joint Doctoral Program between San Diego State University and UCSD. Dr. Wall's research is focused on genetic and sociocultural factors and processes that predispose and/or protect individuals, particularly ethnic minorities, from alcohol and other substance involvement. She is licensed as a psychologist in the state of California and supervises doctoral students, psychology interns, and postdoctoral fellows who perform clinical rotations at the Veterans Affairs San Diego Healthcare System, Alcohol and Drug Treatment Program. Dr. Wall is a Fellow of the American Psychological Association and the American Psychological Society.



**Barbara F. Walter** is Professor of International Relations and Pacific Studies and Affiliated Faculty of Political Science at UCSD. Professor Walter is an expert on international security, with an emphasis on internal wars, bargaining and cooperation, and terrorism/counter-terrorism. Her current research and teaching interests include how terrorism works and what we can do to stop it, the use of cheap talk in foreign policy, and culture, religion and ethnicity in politics. She has written numerous articles and several books on these topics. She is on the board of several journals including the Journal of Conflict Resolution. Professor Walter is also the recipient of numerous grants and fellowships, including awards from the National Science Foundation, the Carnegie Corporation of New York, and the Guggenheim and Smith Richardson Foundations.



**Gabriele Wienhausen** is the Associate Dean for Education in the Division of Biological Sciences at UCSD, and responsible for the undergraduate and graduate level programs in the division. She is co-director of and faculty member in the Doctoral Program in Mathematics and Science Education jointly offered by UCSD and San Diego State University. Her research focuses on the educational technology as a leverage to enhance education. Gabriele Wienhausen was the founding Provost of Sixth College at UCSD, and created an interdisciplinary general education program that took its inspiration from the interplay between culture, art and technology. During her 18 years at UCSD, Dr. Wienhausen has received six teaching awards, including the Chancellor's Associates Outstanding Teaching Award; an Academic Senate Distinguished Teaching Award; a Revelle College Outstanding Faculty Award; and three Warren College Excellence in Teaching Awards.

