

MTAWA, COACH, and Women In Academia-Kenya
The Art of Negotiation Workshop
7 August 2019
Nairobi, Kenya

The COACH workshop was conducted by Prof. Clare Muhoro (Towson University, MTAWA, COACH) at the Roshani Centre, Hurlingham, Nairobi at the invitation of Dr. Jane Wathuta, Dr. Constance Gikonyo and Dr. Teckla Muhoro of Women in Academia-Kenya. Participants included faculty and researchers from 6 universities (University of Nairobi, Jomo Kenyatta University of Agriculture and Technology, Mount Kenya University, Strathmore University and Aga Khan University), as well from St. Michael's High School, and the NGO *Under the Microscope*. Participants were drawn from a range of disciplines including: chemistry, law, microbiology, business, sociology, and architecture and building sciences.

Prof. Muhoro provided training on successful techniques for increasing communication and negotiation skills in the workplace. Topics included ground rules and tactics for productive negotiation; understanding negotiables; assessment of negotiation style; real-time negotiation skills; and verbal and non-verbal communication. Follow-up workshops in Nairobi are planned for 2020 on: *Career Launch and Acceleration*; *Publishing Research Results in Peer-Reviewed Journals*; and/or *the Power of Persuasion*.



About WiA.ke: Women in Academia-Kenya is a Nairobi-based peer-guided training, mentoring and support forum with the vision of advancing female scholarship in Africa for social transformation.

About [COACH](#) : The Committee for the Advancement of Women Chemists works to level the playing field for women in science and engineering in higher education and in research laboratories. Over 10,000 women faculty, graduate students, post-doctoral researchers, university administrators, and laboratory researchers have participated in COACH programs around the world.

About [MTAWA](#): The Mentoring Network for African Women in Academic works to empower African women to succeed in graduate and professional programs through targeted recruitment, mentoring and career development support. With members in several African countries, the US and UK aims to increase the number of African women, with advanced degrees, and improve their representation in key leadership positions across multiple sectors.