

How to Negotiate with Bullies and Win Event Highlights

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On May 11th, the FWA's Men's Alliance Committee presented the program "**How to Negotiate with Bullies and Win**" before a packed house of nearly 100 FWA members and guests. The response was overwhelming, with members complimented the two presenters, Stephen Zweig, Managing Partner of FordHarrison and active FWA member and pro bono employment counsel, and Bruce Fritch, executive advisor to CEO's, Boards and C-Suites. Several members said that the advice on how to negotiate with difficult persons going into a new job, on the job, and leaving a job, was something they wished they had learned years ago, because it was so helpful. They especially appreciated the language examples given on PowerPoint, which showed how to express yourself in words acceptable to anyone's ear.

Both speakers highlighted how important it was to know whether your workplace is implicitly tolerant of bullies or if such behavior is counter to the corporate culture, giving you more leverage. Events addressing these types of issues is an important reason why I am a long-standing FWA member," one attendee remarked. "It's a great way to seek advice in a more collegial setting." FordHarrison LLP hosted the event at the Scandinavia House in midtown Manhattan.

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