

# AAUW Offers Salary Negotiation Workshops

The American Association of University Women (AAUW) and the WAGE Project will provide Start Smart salary negotiation workshops throughout the 2011-12 academic year to prepare college women to negotiate for salaries and benefits as they enter the job market. There are currently more than 40 workshops scheduled across the country.

Start Smart salary negotiation workshops, piloted by WAGE in 2007 and 2008, are presented by trained facilitators to provide young women with a tool to combat the gender pay gap.

AAUW's own research shows that just one year out of college, women earn only 80 percent as much as their male counterparts earn.

The pay gap continues to grow from there. Start Smart helps to ensure that graduating women know how to negotiate for equitable pay and appropriate benefits for both their short- and long-term economic security.

Workshops are free for student participants, who receive information on how to negotiate better starting salaries and benefits and then practice these skills

through role-playing exercises.

Workshop topics include how the gender pay gap affects women's earnings over a lifetime, how to develop a budget and know one's bottom line, and how to benchmark salaries and benefits.

Local Start Smart workshops have been held in the last two years, sponsored by the St. Lawrence County Branch of AAUW in partnership with the local colleges.

More are planned for this academic year.

Watch for details as the planning moves forward.