



Winter 2010 Resource Update

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I. Negotiation

- **Book:** *Women Don't Ask* and partner web site at <http://www.womendontask.com> and http://www.amazon.com/Women-Dont-Ask-Negotiation-Strategies/dp/0553383876/ref=pd_bbs_2/103-3286996-1159845?ie=UTF8&s=books&qid=1176944811&sr=1-2
- **Workbook:** By the same authors of *Women Don't Ask*, the "Ask For It" workbook at <http://askforit.org> and http://www.amazon.com/Ask-Women-Power-Negotiation-Really/dp/0553384554/ref=ntt_at_ep_dpt_2
- **Article:** from the WashingtonPost "Salary, Gender, and the Social Cost of Haggling" at <http://www.washingtonpost.com/wp-dyn/content/article/2007/07/29/AR2007072900827.html>
- **Handout:** from University of Washington Career Services "Job Offer & Salary Negotiations" at <http://careers.washington.edu/sites/default/files/all/editors/docs/gradstudents/AcademicCareers-Negotiations.pdf>

II. Start-Up Packages

- **Sample Start-Up Packages:** We have two start-up package samples if you are interested in seeing real start-ups from the past year. You can view the .pdfs online here: <http://www.engr.washington.edu/onramp/forparticipants/Term-Sheet-Sample1.pdf> and <http://www.engr.washington.edu/onramp/forparticipants/Term-Sheet-Sample2-withrecs.pdf>
[Please note: we have redacted the actual number amounts on these start-up packages since they vary so widely depending on your field, department and institution – and see the articles above and below for negotiation and research tips.]
- **Offer Letter Samples:** We have two offer letter samples as well. You can view the .pdfs online here: <http://www.engr.washington.edu/onramp/forparticipants/offerletter1.pdf> and <http://www.engr.washington.edu/onramp/forparticipants/offerletter2.pdf>
- **Article:** from *Science*: "Business Sense: Starting an Academic Lab" at http://sciencecareers.sciencemag.org/career_magazine/previous_issues/articles/2009_07_17/credit.a0900088
- **Article:** from the Chronicle of Higher Education: "The Right Start-Up Package for Beginning Science Professors" at <http://chronicle.com/article/The-Right-Start-Up-Package-/45611/>

III. 1-sentence elevator pitch samples

The article "Winning Strategies: Advice from PECASE Winners" contains some really great one-sentence descriptions of research interests (for example: "Seth Bank, an engineer at the University of Texas, Austin, is finding ways to grow and use crystalline semiconductor nanostructures for use in new materials and devices for electronics and optoelectronics."): http://sciencecareers.sciencemag.org/career_magazine/previous_issues/articles/2009_08_28/credit.a0900105