

Slide layout



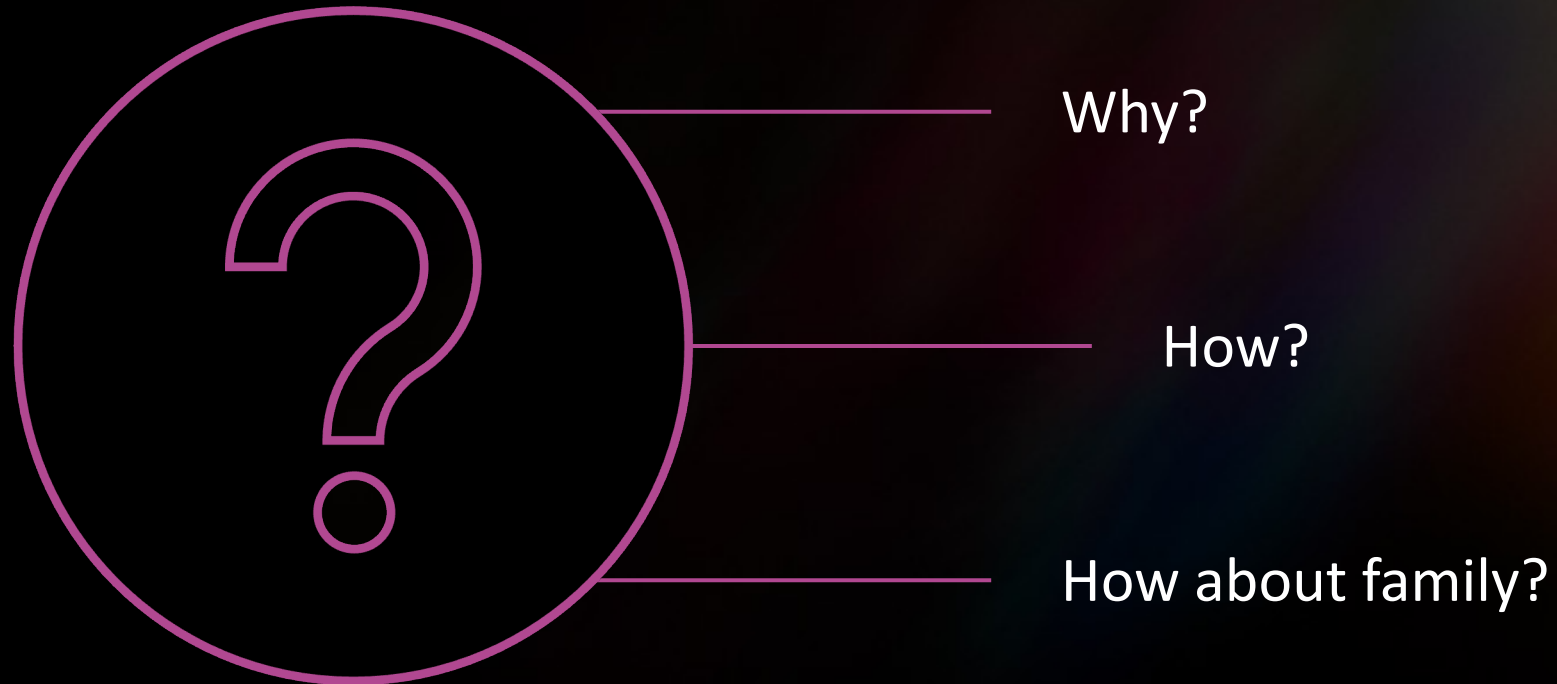
Effective Negotiation Skills

2025 Global Summit of Women

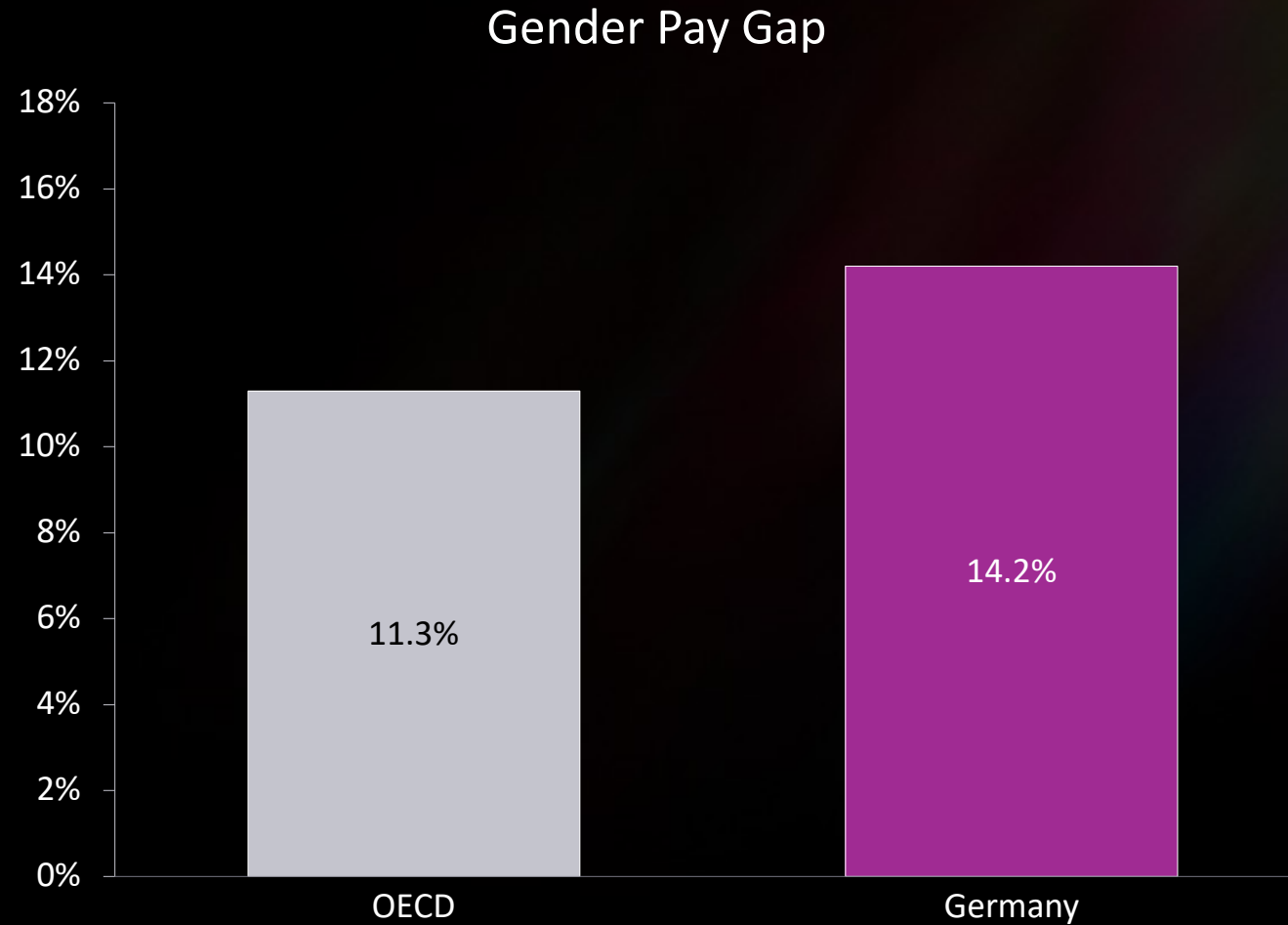
Berlin, Germany

Yolanda Neuburger

Salary and Promotion Negotiations



Salary and Promotion Negotiations



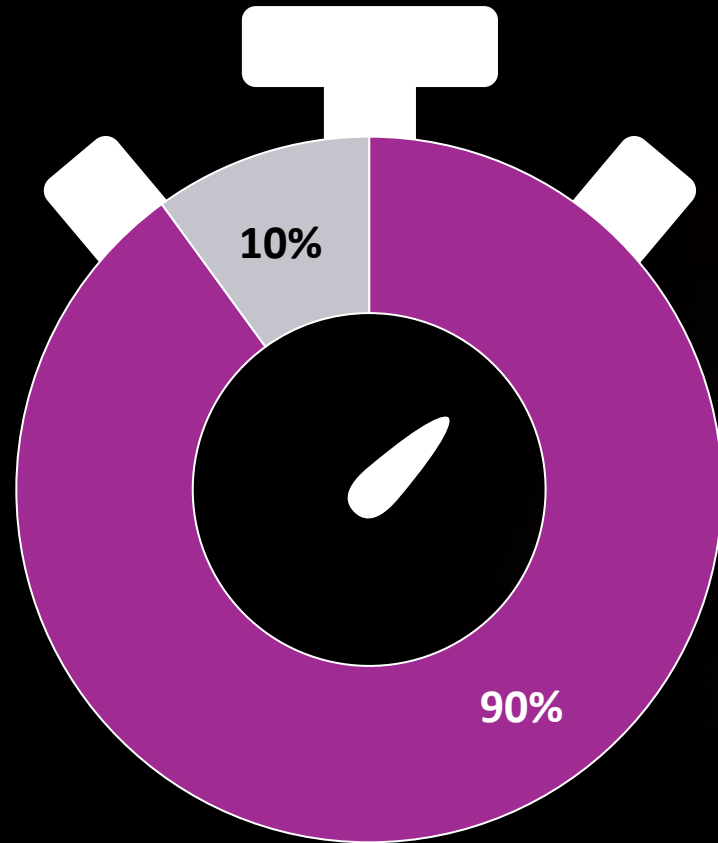
Gender Pay Gap = Difference between median earnings of men and women, as % of median earnings of men, full-time employees

Source: *OECD Dashboard on Gender Gaps (2023)*

Women negotiate different from men



Successful negotiations – all about preparation

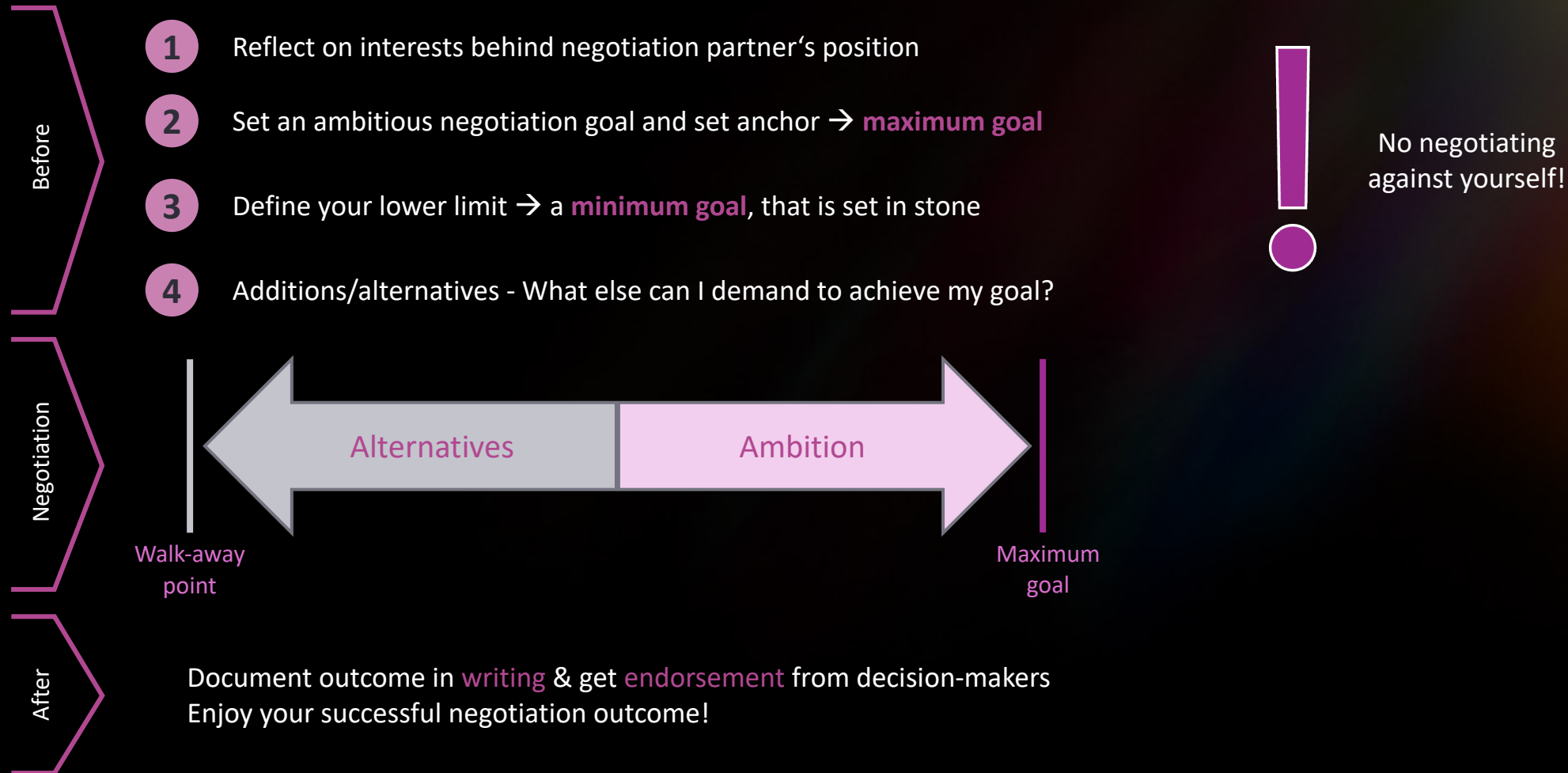


90%: Preparation time

10%: Negotiation time

Time allocated

Successfully navigating your salary/promotion negotiation



No negotiations needed? - Bringing family into business

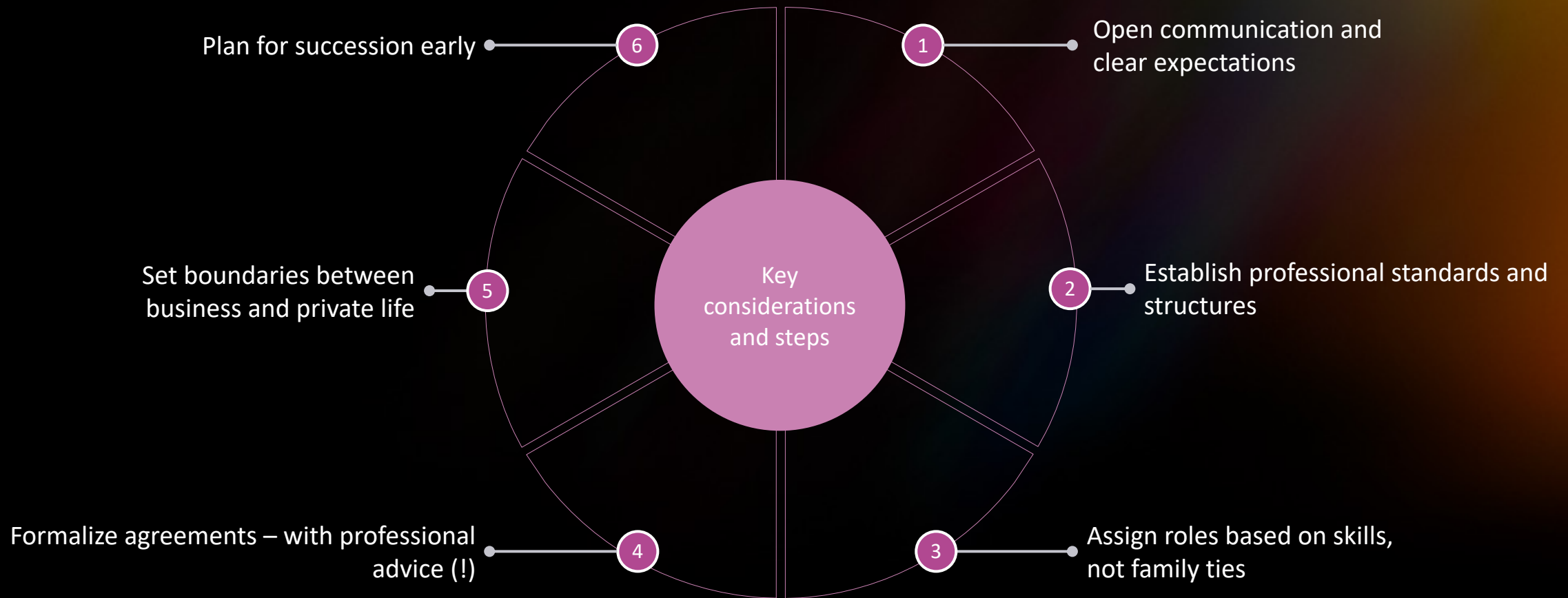
Identify interests behind the position



Identify business interests

Separate from relationship /
emotional interests

Next: Putting business terms to family involvement



Clear framework for success

