Training Director Negotiation and Advocacy Skills

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How can we be sure to be needed?

– Department Level (e.g., GA Disbursement)
– College Level (e.g., Teaching Research Courses, Undergrad Courses, Positive Image of College)
– University Level (e.g., student services, program distinction)
Fulfilling Teaching Needs

- CSP301: Work & Play: Counseling Skills for Life
- CSP 302/WGS 302 The Psychology of Sexual Orientation and Gender Identity
- Human Development Courses for Department of Curriculum and Instruction
- Teaching Research Courses and Statistics
Why do we need more psychology programs on campus?

- Local and Transnational Social Justice (beginning and ending courses)
- Prevention
- Working with under-served communities
Linking Needs with College and University Missions

- Transnational Focus
- Urban Mission/Social Justice Mission
- Working to support student recruitment and retention efforts
- Research Mission—knowing what determines Basic Classifications for Doctoral Institutions, academic analytics, etc.
Student Services Collaboration

- 4th Year Assessment and Outreach Prac (with Clinical Psychology)
- Provides overflow supports for the Counseling Center, Disability Services, Career Services, and Academic Advising
- U-Access: our students working with this organization to better support food access and homelessness concerns (won the award for best graduate organization)
Important Aspects of Negotiation

- Understand Budgets and Allocations (e.g., Teaching Assistantships come out of separate budget than research)
- Know negotiation climate! What works in your organization!