



## **Transition Support Group**

### **ALPFA: TSG Focus Meeting**

Wednesday, March 17th, 2010  
@ 6:30pm "Back Bay" Conference Room  
W92 Bldg, 1<sup>st</sup> Floor  
Massachusetts Institute of Technology

#### **AGENDA:**

This week **Marilyn Santiesteban** a Life Coach Professional will present the following topic:

#### **"Negotiation Skills"**

Many people dread negotiation, whether for a job offer or a new car. How do you know what to ask for? Which salary indicates self confidence; which one is over the top? We'll start with a brand new premise - negotiation is a team sport with both sides working toward the same goal - instead of the old win/lose model. You'll learn how to price yourself, how and when to initiate salary conversations, and how to develop your personal benefits needs matrix. You'll have the opportunity to negotiate job offers in this workshop and will come away with a step-by-step plan that works for you.

To find more information about Marilyn please see link below.

[http://www.kingbishop.com/index.php?option=com\\_content&view=article&id=46&Itemid=168](http://www.kingbishop.com/index.php?option=com_content&view=article&id=46&Itemid=168)

If you have new job openings, questions, and/or comments please send an email to:

To : [alpfa.tsg.jobs@gmail.com](mailto:alpfa.tsg.jobs@gmail.com)

**Directions:**

*By car:* The conference room is located in building W92. If you visit <http://whereis.mit.edu/> and type "W92" in the "search map" box, you will see information on the building and its location. The entrance to the building is actually on Amesbury Street. There is ample parking on Vassar Street. W92 is located next to the Hyatt Regency Cambridge (575 Memorial Drive). The hotel has a parking garage in the event no street parking is available.

*By public transportation:* Take the Green Line train to Boston University Central Station (please see link below), and from there walk across the BU bridge to Cambridge. Take a right at the end of the bridge, and the Hyatt Regency Hotel will be on your left. The W92 building is next to the Hyatt. The door is located in the corner away from the river.

[http://www.mbta.com/schedules\\_and\\_maps/subway/lines/stations/?stopId=10690&lat=42.34989&lng=-71.106804](http://www.mbta.com/schedules_and_maps/subway/lines/stations/?stopId=10690&lat=42.34989&lng=-71.106804)