

Columbia Law School Reunion 2020-2021, June 12, 2021

Reading Materials, CLE Discussion III: Her Seat at the Table: Women in Senior Leadership and the C-Suite:

- 1.) Introduction to "[Ask for More](#)"
ALEXANDRA CARTER, ASK FOR MORE: 10 QUESTIONS TO NEGOTIATE ANYTHING 1-15 (Simon & Schuster 2020)
- 2.) "[Aspirations in Negotiation](#)"
Andrea Kupfer Schneider, *Aspirations: Aspirations in Negotiation*, 87 Marq. L. Rev. (2004). Available at: <http://scholarship.law.marquette.edu/mulr/vol87/iss4/6>
- 3.) "[How Women Can Get What They Want in a Negotiation](#)"
Suzanne de Janasz and Beth Cabrera, *How Women Can Get What They Want in a Negotiation*, HARV. BUS. REV., Aug. 17, 2018).
Available at: <https://hbr.org/2018/08/how-women-can-get-what-they-want-in-a-negotiation>
- 4.) "[Lessons learned from women in leadership positions](#)"
Eileen Elias, *Lessons Learned from Women in Leadership Positions*, 59 WORK 2, 175 (2018). Available at: <https://content.iospress.com/articles/work/wor2675>
- 5.) "[Why Women Must Ask \(The Right Way\): Negotiation Advice From Stanford's Margaret A. Neale](#)"
Vicki Slavina, *Why Women Must Ask (The Right Way): Negotiation Advice From Stanford's Margaret A. Neale*, THEMUSE.COM, June 17, 2013,
<https://www.themuse.com/advice/why-women-must-ask-the-right-way-negotiation-advice-from-stanfords-margaret-a-neale>
- 6.) "[Young women are still less likely to negotiate a job offer. But why?](#)"
Danielle Paquette, *Young women are still less likely to negotiate a job offer. But why?*, WASH. POST, July 7, 2016, at §Business at 2 available at
<https://www.washingtonpost.com/news/wonk/wp/2016/07/07/young-women-are-still-less-likely-to-negotiate-a-job-offer-but-why/>
- 7.) "[Women at Work: Make Yourself Heard](#)"
Sarah Green Carmichael, *WOMEN AT WORK: MAKE YOURSELF HEARD* HBR IdeaCast (2018),
<https://hbr.org/podcast/2018/01/women-at-work-make-yourself-heard.html?registration=success> (last visited Jun 9, 2021).

- 8.) ["Gender Differences in Accepting and Receiving Requests for Tasks with Low Promotability"](#)
Linda Babcock et al., *Gender differences in accepting and receiving requests for tasks with low promotability*, 107 AM. ECON. REV. 3, 714 (2017). Available at: <https://gap.hks.harvard.edu/breaking-glass-ceiling-%E2%80%9Cno%E2%80%9D-gender-differences-declining-requests-non%E2%80%90promotable-tasks>

- 9.) ["Women of Color Get Asked to Do More 'Office Housework.' Here's How They Can Say No."](#)
Ruchika Tulshyan, *Women of Color Get Asked to Do More "Office Housework." Here's How They Can Say No*, HARV. BUS. REV., Apr. 6, 2018.
Available at: <https://hbr.org/2018/04/women-of-color-get-asked-to-do-more-office-housework-heres-how-they-can-say-no>

- 10.) ["Negotiating While Female"](#)
Andrea Kupfer Schneider, *Negotiating While Female*, 70 SMU L. REV. 695 (2017).
Available at: <https://scholar.smu.edu/smulr/vol70/iss3/6>

- 11.) ["Why Women Aren't C.E.O.s, According to Women Who Almost Were"](#)
Susan Chira, *Why Women Aren't C.E.O.s*, N.Y. TIMES, July 23, 2017, §SR, at 1 available at <https://www.nytimes.com/2017/07/21/sunday-review/women-ceos-glass-ceiling.html>