

## **Partnership Between UW Law School and Foster School of Business to Start Free, Virtual Negotiation Trainings for Entrepreneurs and BIPOC, LGBTQ+, and Women-Owned Small Businesses**

### **Starting August 5**

Professor Jennifer Fan from the University of Washington's School of Law and Professor Elizabeth Umphress from UW's Foster School of Business have partnered to help entrepreneurs and BIPOC, LGBTQ+, and women-owned small businesses and non-profits mitigate the impacts of COVID-19. Their initiative, "Helping BIPOC, LGBTQ+, and Women-Owned Small Businesses Survive and Thrive Post-COVID-19," is funded by UW's Population Health Initiative and will feature five virtual negotiation trainings led by Professor Umphress as well as several one-on-one free legal consults for small business owners.

The free negotiation trainings are designed to help small business owners and entrepreneurs develop the skills necessary to discover optimal solutions to problems faced in negotiations and to find the best means to implement those solutions. The first training session will be an introduction to negotiation, followed by trainings for more specific negotiation situations held throughout August and September. Each of the hour-long trainings will be followed by an hour-long Q&A session so that business owners can ask questions and learn more about appropriate negotiation tactics from Professor Umphress.

Although the event is free, registration through the Seattle Public Library is required to attend. Please register for each training by clicking the event that you are interested in. Negotiation trainings and topics fall on the following dates:

[August 5, 4-6 p.m.: Introduction to Negotiations](#)

[August 19, 4-6 p.m.: Single Issue Negotiations](#)

[September 2, 4-6 p.m.: Negotiations with Multiple Issues](#)

September 16, 4-6 p.m.: Influence Tactics and Advanced Negotiation Strategies

[September 30, 4-6 p.m.: Multiparty Negotiations](#)

If you have questions about this initiative or your small business needs help with trademark, patent, or company formation issues, please [reach out to the University of Washington's Entrepreneurial Law Clinic](#) or [learn more here](#).

In addition to the negotiation trainings, the initiative will also provide free 30-minute legal consults to help BIPOC, LGBTQ+, and women-owned small businesses, nonprofits, and

entrepreneurs. Led by Professor Fan and pro bono attorneys, these legal consults will help small businesses, entrepreneurs, and nonprofits navigate issues in employment law, corporate law, and intellectual property law. To see the schedule of legal consults, **[click here](#)**.