



Business and Leadership for Women in the Technology Sector

A 10 webinar course in support of the EQUALS Leadership Coalition

Session # 4: Interpersonal Communication Additional Resources

Compiled by Guest Speaker:

[Kara Sammet, PhD](#)

[Gender Lenz](#), Founder & Principal

Visiting Scholar, [Women in Tech Initiative, University of California](#)

*Note: Harvard Business Review (HBR) allows you to access three free articles per month. Start with the three starred below.

Radical Candor as a framework for communicating with others, developing trust, coaching, influencing, and conflict management

[Radical Candor](#) - Kim Scott

*<https://hbr.org/2016/04/research-vague-feedback-is-holding-women-back>

<https://www.strategy-business.com/article/Using-Neuroscience-to-Make-Feedback-Work-and-Feel-Better?gko=9ff55>

<https://firstround.com/review/radical-candor-the-surprising-secret-to-being-a-good-boss/>

<https://firstround.com/review/thoughts-on-gender-and-radical-candor/>

<https://firstround.com/review/on-receiving-and-truly-hearing-radical-candor/>

<https://hbr.org/2019/01/4-things-to-do-before-a-tough-conversation>

Developing Trust & Courageous Cultures (additional - *highly recommended* - resources)

[Dare to Lead](#) - Brene Brown

❖ [*https://hbr.org/2014/12/what-bosses-gain-by-being-vulnerable](https://hbr.org/2014/12/what-bosses-gain-by-being-vulnerable)

❖ <https://www.forbes.com/sites/stephaniedenning/2018/12/30/the-leadership-paradox/#402f8f85722a>

[Culture Code](#) - Daniel Coyle

❖ <http://knowledge.wharton.upenn.edu/article/secrets-successful-groups/>

❖ <https://businessbookreviewer.com/2018/08/15/review-the-culture-code/>

Negotiation

[Videos: Negotiation Tactics 101 - Professor Leigh Thompson, Kellogg School of Management](#)

<https://hbr.org/2014/06/why-women-dont-negotiate-their-job-offers>

Communicating about and leading change

[*https://hbr.org/2018/10/dont-just-tell-employees-organizational-changes-are-coming-explain-why](https://hbr.org/2018/10/dont-just-tell-employees-organizational-changes-are-coming-explain-why)

<https://hbr.org/2018/12/the-secret-to-leading-organizational-change-is-empathy>

<https://hbr.org/2018/08/how-to-tell-your-team-that-organizational-change-is-coming>

<https://irc.queensu.ca/sites/default/files/articles/communicating-during-an-organizational-change.pdf>