

#He Said What?!
Princeton University
October 6, 2018 from 10:45 to Noon

RESOURCES

INTERNAL REFLECTION

- Katty Kay and Claire Shipman, [The Confidence Gap*](#) and also their two books, [Womonomics](#) and [The Confidence Code](#).
Katty and Claire cite a lot of research that make confidence building extremely actionable.
- Sylvia Ng, Confidence and the Gender Gap: 14 Tips for Women in Tech*
- Shawn Achor's [The Happiness Advantage](#). Shawn shows that the conventional wisdom of "if I work hard and become successful then I'll be happy" is wrong. Confidence and positive thinking fuel success, not the other way around.
- Carol Dweck's [Mindset](#). Success is about a having a growth, not fixed, mindset. Applies to parenting as well as to business.
- Stephen Covey's [7 Habits of Highly Effective People](#).
- Amy Cuddy's [TED Talk](#) on Body Language.
Amy argues that holding a power pose for just 2 minutes can make you more confident. Amy's personal story is also super inspiring.
- University of Pennsylvania Positive Psychology Center: <https://ppc.sas.upenn.edu/>
University of Pennsylvania Positive Psychology Center has questionnaires that measure grit, happiness, meaning in life etc. They provide a score and compare you to web users, your age group, your gender, your education and your zip code by percentile. They also have mindfulness exercises, an online positive psychology course, video lectures and resilience programs with links to resources like the Authentic Happiness site, and the book by Angela Duckworth's Grit Passion Perseverance.

MENTORING and SPONSORING

- Forbes Magazine, Mentoring Matters*
- Anne Welsh McNulty, Don't Underestimate the Power of Women Supporting Each Other at Work, 09/03/2018: <https://hbr.org/2018/09/dont-underestimate-the-power-of-women-supporting-each-other-at-work>
- Elizabeth Patton et al, 2017: Differences in Mentor-Mentee Sponsorship in Male v Female Recipients of National Institutes of Health Grants
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GRIT TESTS AND PRACTICE SKILLS

- American Bar Association Grit Test Toolkit - for lawyers:
https://www.americanbar.org/groups/women/initiatives_awards/grit/toolkit.html
- Grit Scale*: <https://angeladuckworth.com/grit-scale/>
- Getting To Yes – Negotiating Agreements Without Giving In 7 elements of effective negotiation
- Jerome Slavik: Seven Elements of Effective Negotiations*

- Dr. Michelle Callahan, Ten Tips for Dealing with Being Bullied at Work:
https://www.huffingtonpost.com/dr-michelle-callahan/work-bullies_b_833977.html
- Emma Holliday, MD et al: Gender Differences in Resources and Negotiation among Highly Motivated Physician-Scientists*

EFFECT OF SOCIAL MEDIA

- <https://abovethelaw.com/2018/03/biglaw-firm-tries-to-force-summer-associates-to-arbitrate-sexual-harassment-claims/>
- Sara Randazzo and Nicole Hong, Wall Street Journal, July 30, 2018, “Top Lawyer Evade Harassment Claims”*

GENDER BIAS

- Lawyers Say They Face Persistent Racial and Gender Bias at Work
<https://nyti.ms/2CrFUju>
- Research re Gender Equality in Corporations:
<https://www.mckinsey.com/featured-insights/gender-equality/still-looking-for-room-at-the-top-ten-years-of-research-on-women-in-the-workplace>
- Dr. Reshma Jagsi, Sexual Harassment in Medical Field
<https://www.youtube.com/watch?v=SOZMHbAlysY>