

Victoria Pynchon

She Negotiates



Victoria Pynchon is the Co-founder of She Negotiates Consulting and Training. She Negotiates works with high potential women (and men!) to attain the best compensation package, most beneficial deal, and most effective career path. Its training workshops for women nest today's most effective negotiation strategies and tactics in the context of the gender culture in which women do business. Although Pynchon's focus is now on closing the wage and income gap for women, she has been training lawyers and business people of both genders in mutual benefit negotiation strategies since 2005. The work of She Negotiates has been featured on NPR's All Things Considered, the New York Times, CNN, the Wall Street Journal, Fox Business News and dozens of business and professional news outlets. As a lawyer, mediator and author, Pynchon turns 25 years of commercial litigation into the collaborative possibilities of interest-based negotiation. Since earning her legal masters degree in dispute resolution from the Pepperdine University School of Law's Straus Institute, she has published two books, *The Grownups' ABCs of Conflict Resolution* and *Success as a Mediator for Dummies*. She is working on her third book, *Getting What You Want, Scripts for Conversations Leading to Agreement* as well as her first novel.