CONTENTS

Introduction: Taking Your Place at the Leadership Table—Questions Will Be Asked 1

1 DRILL DEEP 19
Negotiating the Intelligence for Informed Decisions

2 MOBILIZE BACKERS 55
Negotiating for Critical Support

3 GARNER RESOURCES 97
Negotiating Key Allocations

4 BRING PEOPLE ON BOARD 127
Negotiating Buy-In

5 MAKE A DIFFERENCE 169
The Big Challenge

APPENDIX A 201
A Road Map to Negotiating the Five Challenges
## Contents

APPENDIX B  206  
What Organizations Can Learn from How Women Leaders Negotiate the Five Challenges

<table>
<thead>
<tr>
<th>Notes</th>
<th>209</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bibliography</td>
<td>219</td>
</tr>
<tr>
<td>Acknowledgments</td>
<td>229</td>
</tr>
<tr>
<td>About the Authors</td>
<td>231</td>
</tr>
<tr>
<td>Index</td>
<td>235</td>
</tr>
</tbody>
</table>