

Learning for Life ladies,

What an evening of celebration and learning! Thank you to all of you who were able to join us.

We were introduced to a new philosophy of the university by Annelise Riles, executive director of the Roberta Buffett Institute for Global Affairs and the associate provost for global affairs. In the aftermath of the Fukushima crisis, Annelise began to investigate the danger of silos of expertise in addressing the next global crisis. She spoke eloquently about the concept of reciprocity, the gift we give others and that which comes back to us, as the basis of human culture. The most sophisticated form of reciprocity is generalized reciprocity, where we give to others and the gift back to us comes at a different time from a different source. That was the foundation of Annelise's argument that the new genius is collaborative. Through the Buffett Institute she continues her work on Meridian 180 to gather and effectively connect thought leaders across expertise to address complex global problems. Annelise reminded us that the university, with all of its expert faculty, is uniquely situated to be the convener and leader in the exchange, or gift, of information and ultimately problem solving.

Vicki Medvec took a different take on relationships, calling on all of us to help our daughters, granddaughters and mentees to think about negotiation on the part of themselves in a new way. She reminded us that men often see more opportunities for negotiation than women do, and encouraged us to help women not to be too modest. She offered specific power words--run, lead, drive--that women should use in their negotiations and daily dealings. Vicki also pushed us to help the women we know to think about their differentiators. She made a powerful point when she said, Show someone that they may give you something without them having to give it to everyone else. Women should make it clear how they stand out, and if they don't like the things being said about them, change the message. Vicki reminded us to be open to feedback but also to take control of our own brands. And even as we think about our own brand, in negotiating, we should focus not on ourselves but on the organization's priorities. It was a reminder to focus on them!

And for now, the focus is on you! I encourage you to view the video from last night, the lectures and questions were about an hour, and well worth your time. All the videos are archived at <https://www.nulearningforlife.org/>. The password is women2019.

Finally, I hope to see many of you next Wednesday morning for our final session. The speakers will be journalist and Northwestern University board member Christine Brennan who will speak about her work as a female sports reporter; Melissa Isaacson who will talk about her book "The State" on her state championship-winning high school basketball team and the transformational journey that occurred shortly after the passage of Title IX; and I who will speak about emerging work at Northwestern in civic capital that I have been leading with two colleagues, Stephanie Edgerly and Laurel Harbridge-Yong.

Together in learning,  
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