

# WOMEN LEAD THE WAY AGENDA

TUESDAY, DECEMBER 8, 2020

## Agenda Key



Session will be featured on the Main Stage



Negotiation Track



Diversity, Equity, and Inclusion Track



Leadership Track

8:45 – 9:00 AM



### Reception & Welcome

Virtual Event Opening



9:00 – 9:30 AM



### Yoga & Intention Setting

Mindful Meditation featuring [Riva G](#)



9:45 – 10:15 AM

### KEYNOTE

#### Morning Keynote

A Fireside Chat with [Beth Comstock](#) and [Daniella Kahane](#)



10:15 – 10:30 AM

### VIP ONLY

#### Keynote Meet & Greet

An exclusive session for VIP only with [Beth Comstock](#)

10:15 – 11:15 AM

### WORKSHOP

#### Developing Your Virtual Negotiation Skills

How can a negotiator maximize the use of a virtual platform? This session will examine both the challenges and opportunities negotiators face in virtual negotiations compared to in-person negotiations. Participants will learn practical tips to incorporate when negotiating virtually and will develop their virtual negotiation skillset through interactive role-plays and exercises.

Featuring: [Courtney Chicvak](#)

### WORKSHOP

#### Power of Perception: Addressing the Strengths In Our Differences

Working with different personalities can cause frustration. Recognizing those differences can reduce friction and increase interpersonal effectiveness. In this workshop, participants will learn the different communication styles and how to flex their style to increase collaboration, influence and strengthen relationships.

Featuring: [Pamela Wheeler](#)

### PANEL

#### Negotiating In Male-Dominated Professions

This panel covers how workplace culture has been historically male-dominated. This means their negotiating cultures reflected customs and behaviors that have been more attuned to men. In this panel, participants will learn from experienced women about how they lead and about the challenges and strategies they have used in their negotiations.

Featuring: [Bonnie Marcus](#), [Gayatri Shenai](#), [Nekpen Osuan Wilson](#), [Jennifer Kessler](#), and [Dr. Beth Fisher-Yashida](#) moderating



11:30 – 12:30 PM

### WORKSHOP

#### Managing Your Emotions

Whether negotiating in person or, now, virtually, there's no reason to let emotions get the better of us and sabotage the chance for a positive outcome! Through stimulating interactive exercise, this workshop can help pave the path to more effectively managing those emotions.

Featuring: [Mallory Stevens](#)

### WORKSHOP

#### Inclusion Matters: Subtle Ways to Enhance Workplace Interactions

In this workshop, participants will learn subtle shifts in communication and behavior they can use to start making small changes in their negotiation to improve the quality of life in the workplace, especially as it opens up more acceptance of diversity.

Featuring: [Cindy Pace](#)

### WORKSHOP

#### Leadership and the Art of Making Tough Decisions

Human Resource professionals can sometimes find themselves in challenging situations. Many of these negotiations are confidential making it difficult to use other examples of outcomes as strong points to advocate for your stand. This workshop will cover ways to deliver tough decisions, while being compassionate.

Featuring: [Angela Finlay](#)

12:30 – 1:00 PM



### NETWORKING

#### Lunch & Brown Bag Discussions

Group Discussions on Designated Topics

12:30 – 2:00 PM

### VIP ONLY

#### Group Coaching

Exclusive Coaching/Mentoring Session for VIP ticket holders

#### Keynote Meet & Greet

Exclusively for our VIP ticket holders, meet and converse with [Dana Vollmer](#) following her Keynote presentation.

1:00 – 1:30 PM

### KEYNOTE

#### Unravelling Superwoman

Featuring: [Dana Vollmer](#)



1:30 – 2:30 PM

### WORKSHOP

#### Communicating With Difficult People

This session will offer participants strategies to overcome the obstacle of working with a difficult person. There will be a brief discussion on competitive strategies a difficult person might use, how to manage our emotions if triggered by these tactics and strategies that will persuade your aggressive counterpart to cooperate with you.

Featuring: [Katherine Gentile](#)

### PANEL

#### Taking the Lead For Diversity and Inclusion

Diversity and inclusion are being advocated throughout our workplaces. Diversity can be tough because it is not easy to negotiate when there are perceived differences and competing points of view. This panel will offer effective tips from years of negotiating across difference.

Featuring: [Denise Horn](#), [Ezinne Okoro](#), [Jennifer Taiwo](#), [Mari Taheripour](#), and [Jess Pettitt](#) moderating



### WORKSHOP

#### Negotiating On Behalf of Others

There are times when we are called upon in our work to negotiate for others. In this workshop, participants will learn strategies that will advance their position in a negotiation without alienating the other side, losing the opponent's trust, while maintaining their own integrity. *This session is ideal for those practicing Law.*

Featuring: [Stephanie Chow](#)

2:45 – 3:45 PM

### PANEL

#### Recruitment and Negotiation Solutions for the Next-Gen Workplace

For current students and recent graduates, entering the workplace in today's climate naturally presents a lot of anxiety. Nevertheless, there are ways you can improve your candidacy and financial well-being as you navigate the hiring process. Hear from recruitment, financial and negotiation experts on this panel that is geared towards our next generation of leaders.

Featuring: [Kristin Hayden](#), [Meridith Maskara](#), [Stephanie Chow](#), [Anastasia Morgan-Gans](#), and [Christine Valenza Shin](#) moderating

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### WORKSHOP

#### #IAmRemarkable

#IAmRemarkable is a Google initiative empowering women and other underrepresented groups to celebrate their achievements in the workplace and beyond. Boost your confidence and learn to express your achievements in this interactive session.

Featuring: [Jan Shap](#)

### WORKSHOP

#### Empowering the Next Generation of Women

In this exciting Live Parenting Session [Dr. Tamar Kahane](#), a licensed child psychologist, will speak with mothers of girls to talk them through pressing parenting woes and highlight what they can do to help their daughters grow up feeling empowered and strong. In addition to the parenting sessions, there will be time for questions from the audience.

Featuring: [Dr. Tamar Kahane](#)

4:00 – 4:30 PM



### Structured Networking

Connect with other attendees in this speed-dating style networking session.

4:30 – 5:30 PM

### WORKSHOP

#### Proven Strategies of Turning a "No" Into a "Yes"

This workshop covers two types of mindset and how to apply an outward mindset to any negotiation while incorporating an individual leadership assessment and focus on emotional intelligence.

Featuring: [Dr. Nicole Johnson](#) and [Dr. Laura Manyweather](#)

### WORKSHOP

#### Recognizing and Countering Implicit Bias

This workshop covers how the brain operates to form bias, cross-identity anxiety, and how to become more aware of your own biases, contrary to our intentions of fairness and impartiality. Most importantly, it will cover strategies to align your behavior with your values during your negotiations and beyond.

Featuring: [Afua Addo](#)

### PANEL

#### Confronting the 'Shecession' Motivating Your Team During This Time of Change

Progress that was made towards equity is at risk of being undone, with record numbers of women leaving the workforce this year. This session will feature female CEOs, Founders and corporate leaders to discuss how we can build better workplaces that are fundamentally better for women.

Featuring: [Amri Kibbler](#), [Kimberly Cummings](#), and [Crystal Etienne](#), [Allison Vorsatz](#), and [Emily Dickens](#) moderating



5:45 – 6:30 PM

### PANEL

#### How To Be a Good Ally In The Workplace

This panel will explore the role of allyship in conscious leadership and cover effective ways men have been serving as allies to increase the hiring, developing and advancing of women in the workplace. Women will share ways in which they would like men to step up to be better allies.

Featuring: [Cate Luzio](#), [Jack Simony](#), [Mita Mallick](#), [Glenn Racioppi](#)



6:45 – 7:15 PM

### KEYNOTE

#### Evening Keynote

A Fireside Chat Featuring [Kim Seymour](#) and [Caroline Clarke](#)



6:30 – 6:45 PM

### VIP ONLY

#### Keynote Meet & Greet

Exclusive Meet and Greet Session for our VIP ticket holders with [Kim Seymour](#)

7:15 – 7:30 PM



### Closing Remarks

Closing Remarks with [Daniella Kahane](#)

