



WEST

Advancing Women in the
Enterprise of Science & Technology

Exciting Upcoming Events. Mark your calendar...

Feb 6	Feb 11	Mar 4	Mar 6	Mar 11	Mar 18	Apr 3
<i>Transitioning from Academia to Industry</i>	<i>Author Fireside Chat with Jodi Detjen</i>	<i>The Investor's Perspective</i>	<i>Mastering Time</i>	<i>The Entrepreneurial Mindset and Resiliency</i>	<i>Influencing Without Authority</i>	<i>Fireside Chat with Betsy Myers</i>

TRANSITIONING FROM ACADEMIA TO INDUSTRY

February 6, 2014, 6-9pm

Learn the critical skills necessary for a smooth and effective transition from academia to industry. Join us for this annual event to hear lessons learned from a variety of individual experiences. Panel discussion moderated by Lauren Celano, Founder and CEO of Propel Careers. Panelist include: Andrea Habura, Ph.D., R&D Scientist, Next Advance, Inc; Mary Rose Scozzafava, Ph.D., Partner, WilmerHale; Susan Ward, Ph.D., Executive Advisor to Life Science Companies; Alison M. O'Neill, MD, Senior Medical Director, Sanofi Oncology.

FIRESIDE CHAT AUTHOR SERIES – JODI DETJEN

February 11, 2014, 6:30-9pm

Join us for a Fireside Chat with Jodi Detjen about her book [The Orange Line - A Woman's Guide to Integrating Career, Family and Life](#). The evening will start with networking and continue on with a conversation with the author followed by a question and answer session and a related exercise. The discussion will be moderated by Debbie Dean, Vice President, DS Americas General Counsel, Legal Department. The Orange Line™ provides a radically different insight into why women intentionally and subconsciously hold themselves and each other back. The Orange Line™ discussion emerges from interviews cataloging the anecdotes, successes and career experiences of 118 college-educated women from across the US. These interviews illuminate a pattern where women adhere to outdated ideals and rules of how to act, defining the idealized woman. Jodi will show how these rules can be reframed, thereby enabling women to successfully integrate their career and life. Finally, we can have it all.

THE INVESTOR'S PERSPECTIVE

March 4, 2014, 6-9pm

What do investors look for in deciding about strategic investments? What strategies and communication tactics work best when presenting to potential investors? What are the most common mistakes entrepreneurs make when seeking funding? How is corporate investing for internal "new ventures" different from investing in start-ups? Come and learn from three industry veterans with perspectives from corporate, venture capital and angel investing. Whether you are currently seeking funding or just want to understand the process of securing capital to launch and grow new ventures... you'll find this panel discussion on financing entrepreneurship informative and stimulating. Come for a lively discussion and networking with other entrepreneurs, intrapreneurs, and supporters of innovation in science and technology. Panelist include: Dr. Lauren Silverman, Managing Director, Novartis Venture Fund; Jean Hammond, Partner, LearnLaunchX; Jean George, General Partner of Advanced Technology Ventures (ATV)

WEST – Advancing Women in the Enterprise of Science and Technology

Cambridge Innovation Center | One Broadway | 14th Floor | Cambridge, MA 02142

P: 617.682.3703 | F: 617.588.1765 | jmayo@westorg.org | www.westorg.org | [LinkedIn](#) | [@ScienceWomen](#) | [Facebook](#)



WEST

Advancing Women in the
Enterprise of Science & Technology

MASTERING TIME

March 6, 2014, 6-9pm

Your relationship with time is one of the most important relationships in your life. Ending the struggle with time leaves you free, happy and productive. You will learn the basics of relating powerfully to time. You will discover the solution to procrastination, overwhelm and ineffectiveness. You will learn how to organize yourself, plan brilliantly and feel more joy and success in both your everyday activities and your most heart-felt endeavors. This workshop will be lead by Laurie Gerber, Handel Group Life Coaching.

THE ENTREPRENEURIAL MINDSET AND RESILIENCY

March 11, 2014, 6-9pm

Resilience seems to be the new catch phrase. People and cities are touted as resilient. But what does it really mean to resilient? And how does one get resilient? Is it a genetic dice roll? Or is it learnable? The answer is both. The field of resiliency has a long history of psychological research and much is known that can help us in our day-to-day struggles. Eleanor Chin will shed light on some of the psychological and emotional concepts that make up what we call resilience and share some strategies for learning to be more psychologically hardy in the face of adversity.

INFLUENCING WITHOUT AUTHORITY

March 18, 2014, 6-9pm

Everyone needs to be able to influence. In some situations we do pretty well, but we all have situations that we walk away from thinking that we really didn't feel heard. We often blame the other person for not listening. However, all relationships are 50-50. We each share equal responsibility for speaking and listening. Sometimes, in difficult situations though, our emotions can get in the way of us being effective. The Positive Power and Influence Programs gives you options. Sherri Malouf will lead this engaging and fun session.

A FIRESIDE CHAT WITH BETSY MYERS

April 3, 2014

Join us for a Fireside Chat with Betsy Myers about her book Take the Lead: Motivate, Inspire, and Bring Out the Best in Yourself and Everyone Around You. The evening will start with networking and continue on with a conversation with the author followed by a question and answer session. The discussion will be moderated by Debbie Dean, Vice President at Dassault Systèmes.

A FIRESIDE CHAT WITH JOHN BUTMAN

April 10, 2014

Come listen to John Butman, author of BREAKING OUT: How to Build Influence in a World of Competing Ideas. How do you go public with an idea? How do you plant the idea inside people's heads, influence how they think and behave, start a movement, change some aspect of the world? You become an "idea entrepreneur." John will reveal the methods of successful idea entrepreneurs such as Cesar Millan, "The Dog Whisperer", Blake Mycoskie, founder of TOMS, and Sheryl Sandberg, and show how they can be applied by anyone within their discipline, organization, or community. This discussion will be moderated by Alison (Ali) Farquhar, Principal of GTL Coaching & Consulting.

Upcoming WEST Events: <http://www.westorg.org/upcoming-events>

WEST – Advancing Women in the Enterprise of Science and Technology

Cambridge Innovation Center | One Broadway | 14th Floor | Cambridge, MA 02142

P: 617.682.3703 | F: 617.588.1765 | jmayo@westorg.org | www.westorg.org | [LinkedIn](#) | [@ScienceWomen](#) | [Facebook](#)