Advice, inspiration & practical leadership skills to boost confidence, increase capability & achieve career success

**FEATURED SPEAKERS**

- **Charmaine Gittleson** - Chief Medical Officer and Senior Vice President, Clinical Operations, CSL Limited
- **Jim Patrick** - Chief Scientist Emeritus, Cochlear Limited
- **Karen Hood** - Country Chair and General Manager, General Medicines, Sanofi Australia and New Zealand
- **Anna Stove** - General Manager, New Zealand, GlaxoSmithKline
- **Michala Fischer-Hansen** - General Manager, Managing Director, Australia and New Zealand, Novo Nordisk Australia and New Zealand
- **Kirsten O’Doherty** - General Manager, Australia and New Zealand, Abbvie
- **Margie Austin** - Director, Specialty Care, Merck Sharp & Dohme Australia
- **Kimberley Elliott** - Director, People, Capabilities & Sales Operations, AstraZeneca
- **Daniela van Vuuren** - Head of Medical Operations/Medical Head Transplant, Novartis Australia and New Zealand
- **Beata Niechoda** - Senior Medical Director, Eli Lilly
- **Petra Moroni-Zentgraf** - Medical Director ANZ, Boehringer Ingelheim
- **Andrea Douglas** - Vice President, R&D Strategy and External Affairs, CSL Limited
- **Isobel Reid** - Regional Director, Pharmacovigilance, Bristol-Myers Squibb
- **Brad Edwards** - Vice President and General Manager ANZ, Shire Pharmaceuticals
- **Elisabeth King** - Head of Customer Operations, Australia and New Zealand, Bayer Australia
- **Leslie Chong** - Chief Operating Officer, Imugene
- **Warren Bingham** - Executive Chairman, MedTech International Pty Ltd
- **Sue MacLeman** - Chief Executive Officer and Managing Director, MTPConnect

**2017 Theme:** 'Be Bold'

**Pre-Summit Workshop**
13 November 2017

**Summit**
14 & 15 November 2017

**Post-Summit Workshop**
16 November 2017

Novotel Darling Harbour

- Practical advice and wisdom from inspirational leaders in the industry
- Establish and maintain a healthy work / life balance
- Learn to step up, stand out and boldly position yourself for promotion
- Improve interpersonal skills and influencing ability

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Position Yourself for Success - A Strengths-based Leadership Approach

To stand out in the competitive pharmaceutical and medical industries, you must be able to identify and leverage your strengths to achieve your business goals and position yourself for success. Understanding your professional value and knowing how to present as a leader to your team, business partners and superiors can be integral to unlocking new career opportunities.

In this full-day, interactive workshop, our expert facilitator Elaine Krek, will draw on her knowledge both as a strengths-based leadership consultant and from her leadership experience in the healthcare industry to help you define and leverage your unique strengths. This process will help you to unlock your potential in your current role and provide a platform to propel your career forward.

Start with talent, finish with strength
- Understand and build upon your talents to establish your strengths
- Lead with authenticity to your values and purpose
- Create your individual strengths profile

Define your strengths within the perception of others
- Explore how you lead people and work with others
- Discover how others see you as a leader
- Learn to influence without authority using your strengths

Build confidence and master your mindset for success
- Overcome imposter syndrome and self-sabotage
- Unpack the difference between skill and will
- Develop confidence based on your unique skill set

Achieve your maximum potential as a leader
- Set goals that align with your leadership vision and values
- Learn to articulate your strengths to any audience
- Leap into action - Your leadership plan

Expert Facilitator: Elaine Krek Founder Prism Performance

Elaine has over 25 years’ experience in sales, marketing management and leadership roles within the Pharmaceutical and Medical Industry. During that time, she has lead numerous projects, initiatives and teams to success, resulting in increased engagement, productivity and revenue growth.

As a GALLUP accredited coach, Elaine aligns her pharmaceutical experience and Strengths expertise to work with Individuals, Managers, Leaders and Teams to gain insights into their Strengths, take ownership of them and learn how to put them into action to achieve business goals.

Elaine’s Pharmaceutical and Medical experience provides engaging and relevant sessions and workshops that are designed to meet the individual business needs of her clients.

Elaine welcomes the opportunity to work with people and businesses that are consistently striving to over achieve and differentiate in this ever changing and competitive environment.
Unleash your potential and refine your skills

**Day One  14 November 2017**

**2017 Theme: ‘Be Bold’**

Having the courage and conviction to boldly step up and seize leadership opportunities can be a challenge, especially when navigating potential risks. How do you know when it’s time to make your move? How can you stand out as an exceptional leader to position yourself for the next promotion? This inspiring conference will address these questions and much more.

**8.30 - 8.55  Registration and Morning Coffee**

**8.55 - 9.00  Official Welcome and Opening Remarks from the Chair**

**9.00 - 9.35  OPENING KEYNOTE CASE STUDY**

*Developing your own path to leadership*

With a wealth of experience as a leader and scientist across the pharmaceutical and medical industries, Charmaine has built a strong career. Sharing her own personal journey and the strengths she attributes to her success, she will offer insights to help you become a strong leader of tomorrow.

Discuss:
- Position yourself as a leader in the industry
- Transition from technical specialist to leader
- Develop your authentic leadership style

**Charmaine Gittleson** Chief Medical Officer and Senior Vice President, Clinical Operations

CSL Limited

**9.35 - 9.50  Questions and Discussion**

**9.50 - 10.25  CASE STUDY**

*Defining your authentic leadership style – Move from busy to remarkable*

To set yourself up for career success, you must develop the right mindset to open yourself up for opportunities and lead your team to better outcomes. Anna will discuss defining moments in her life which have helped shape her career journey, offering tips to channel challenges into opportunities. Explore:
- Gain leadership confidence and resilience
- Forge the relationships to underpin your success
- Re-shape your mindset from being ‘busy’ to ‘remarkable’

**Anna Stove** General Manager New Zealand

GlaxoSmithKline

**10.25 - 10.40  Questions and Discussion**

**10.40 - 10.55  Morning Tea**

**10.55 - 11.30  CASE STUDY**

*Strategic leadership - Developing and maintaining long-term strategy*

Strategic leadership is more than vision alone - it requires the ability to drive impactful transformation, to inspire support along the way and the vigilance to realise sustainable outcomes. In this session, Karen will unlock the frameworks to uplift your strategic leadership capacity by exploring the processes behind:
- Develop a single unifying vision to make an impact
- Strategies to generate buy-in
- The power of purpose-led leadership

**Karen Hood** Country Chair and General Manager, General Medicines

Sanofi Australia and New Zealand

**11.30 - 11.45  Questions and Discussion**

**11.45 - 12.20  EXPERT COMMENTARY**

**Strengths-based leadership - Growing and empowering your team’s strengths**

To truly excel as a leader, you must be able to not only recognise and develop your own unique talents, but have the ability to develop the capabilities of your team and draw on their unique strengths. This will establish you as a more efficient and responsive leader, ultimately improving performance and results. Through a strengths-based leadership approach, Elaine will discuss:
- How your strengths align with your leadership style
- How to identify the individual and collective strengths of your team
- Build a strengths-based work culture to support business outcomes

**Elaine Krek** Founder

Prism Performance

**12.20 - 12.35  Questions and Discussion**

**12.35 - 1.30  Networking Lunch**

**1.35 - 2.25  INTERACTIVE PANEL DISCUSSION**

*Priority gymnastics - Walking the balance beam of your work and life*

Your work / life balance is dynamic, inter-related and unique to you. There is no single way to navigate the issue of work / life balance, it is a formula that needs to work for you. One certainty is that the balancing act can be particularly challenging. Through stories of their own varied experiences, our panelists will explore:
- The many shapes and sizes of work / life balance
- Maintain well-being without compromising ambition
- Manage expectations and knowing when to say ‘no’

**Andrea Douglas** Vice President, R&D Strategy and External Affairs

CSL Limited

**Michala Fischer-Hansen** General Manager/Managing Director Australia and New Zealand

Novo Nordisk Australia and New Zealand

**Petra Moroni-Zentgraf** Medical Director ANZ

Boehringer Ingelheim

**Margie Austin** Director, Specialty Care

Merck Sharp & Dohme Australia

**Sue MacLeman** Chief Executive Officer and Managing Director

MTPConnect

**2.25 - 3.00  CASE STUDY**

*Building a positive workplace culture*

In the evolving environment of the Pharmaceuticals and Medical industries, it is important for leaders to develop a positive workplace culture to not only promote resilience, but drive productivity and results. Kimberly will draw on her own career experience to help you establish the right culture for your team. Discuss:
- Effective team management - Balancing direction and support
- Foster team resilience in a high pressure environment
- Create a culture of trust, flexibility and innovation

**Kimberly Elliott** Director, People, Capabilities & Sales Operations

AstraZeneca

**3.00 - 3.15  Questions and Discussion**

**3.15 - 3.30  Afternoon Tea**

**VALUE PLUS DISCOUNT**

Receive up to $400 off registration if you register and pay by 7 August 2017
**Day Two 15 November 2017**

- **3.30 - 4.20** EXPERT COMMENTARY
  
  **Constructively connect - Optimise your online and offline networking**
  
  To make influential and sustainable connections, you must have the ability to make a lasting impact, utilising both the power of your ‘online’ presence as well as your ‘offline’ networking skills. With over twenty years’ experience, Sharon will explore how to maximise your opportunities and build professional connections through:
  
  • A strong professional brand to help grow your network
  • Strategies to work the room and network effortlessly
  • Male versus female - How gender affects networking

  Sharon Luxford  
  Chief Executive Officer  
  Frock Up & Rock Up

- **4.20 - 4.30** Questions and Discussion

- **4.30** Concluding Remarks from the Chair

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**NETWORKING RECEPTION**

**4:30 - 5:30PM**

Make the most of your experience, join us to network over complimentary canapés and drinks

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**WHO WILL ATTEND**

- **Current Leaders**
- **Aspiring Leaders**
- **Future Leaders**

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**SUPER SAVER DISCOUNT**

Receive up to $250 off registration if you register and pay by 4 September 2017

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**EARLY BIRD DISCOUNT**

Receive up to $150 off registration if you register and pay by 2 October 2017

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**Day Two 15 November 2017**

- **8.30 - 8.55** Morning Coffee

- **8.55 - 9.00** Opening Remarks from the Chair

- **9.00 - 9.35** OPENING CASE STUDY
  
  **Change-making leadership - Vision, innovation and transformation**
  
  Kirsten has been engaging teams within the pharmaceutical industry for over 20 years and has extensive experience in driving change and incorporating innovation into her leadership practices. In this engaging session, she will draw on her leadership expertise and discuss how you can better effect change and ignite innovation as a leader. Explore:
  
  • Develop communication across diverse teams to promote transformation
  • Create an innovative vision
  • Lead with authenticity and originality to stimulate success

  Kirsten O’Doherty  
  General Manager Australia and New Zealand  
  Abbvie

- **9.35 - 9.50** Questions and Discussion

- **9.50 - 10.25** CASE STUDY
  
  **Leadership in a global industry - Managing geographically dispersed and culturally diverse teams**
  
  As a globally expanding industry, leaders in pharmaceuticals and medical solutions are often required to manage international teams, experiencing the complexity of building an engaging environment to drive outcomes from abroad. Sharing her leadership experiences, Isobel will offer her insights into leading a geographically dispersed workforce. Discuss:
  
  • Establish an open dialogue to promote continual communication
  • Bridge the distance - Working across borders
  • Foster an effective culture to increase engagement

  Isobel Reid  
  Regional Director, Pharmacovigilance  
  Bristol-Myers Squibb

- **10.25 - 10.40** Questions and Discussion

- **10.40 - 10.55** Morning Tea

- **10.55 - 11.30** CASE STUDY
  
  **Seizing opportunities to soar as a leader**
  
  To reach maximum potential, leaders must rise up to the challenges ahead and have the courage to take on new opportunities. Reflecting on the importance of embracing risk for reward, Brad will share his leadership journey and offer insights on how to be successful in this challenging industry through:
  
  • Speak up, being bold and rising to the risk
  • Play on your strengths to stand out
  • Find ways to stretch your capabilities

  Brad Edwards  
  Vice President and General Manager ANZ  
  Shire Pharmaceuticals

- **11.30 - 11.45** Questions and Discussion
### ABOUT THE EVENT

In the competitive and often unpredictable world of the pharmaceutical and medical industries, it is increasingly important to step up your game as a strong leader. To successfully drive career progression, you must be ready to embrace opportunities, take risks to yield better rewards and develop the key strategies to maximise your potential.

Liquid Learning’s 2nd Women in Pharma & Medical Leadership Summit 2017 once again brings together many of the regions most influential leaders who champion or embody women’s leadership excellence in the industry. This outstanding array of speakers will provide inspiration and share the practical tools you need for success. Through anecdotal case studies, expert commentaries, workshop sessions and interactive panel discussions, this unmissable event will provide the insight, advice, inspiration and support to launch your career.

Register team members early to take advantage of team discounts and secure your organisation’s place at this unique learning and networking opportunity!

### FACULTY OF EXPERTS

<table>
<thead>
<tr>
<th>Elaine Krek</th>
<th>Founder</th>
<th>Prism Performance</th>
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<tr>
<td>Sharon Luxford</td>
<td>Chief Executive Officer</td>
<td>Frock Up &amp; Rock Up</td>
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<tr>
<td>Catherine Nolan</td>
<td>Director and Principal Coach</td>
<td>Gender Gap Gone</td>
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### 11.45 - 12.20 CASE STUDY

**Fostering the future - Leading a positive legacy as a leader**

With a long career as a senior executive, Warren has faced numerous challenges that have tested his resilience and driven him to constantly grow as a leader. Sharing his personal account of leading a team through the 9/11 crisis, he will address the many qualities of a well-rounded, strong leader by focusing on:

- Build the resilience to overcome challenges
- Foster a positive culture and developing relationship skills
- Look to tomorrow to establish a positive legacy

**Warren Bingham** Executive Chairman  
MedTech International Pty Ltd

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### 12.20 - 12.35 Questions and Discussion

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### 1.35 - 2.25 INTERACTIVE PANEL DISCUSSION

**Pathways to leadership - Cultivating professional support networks and structures**

The journey to the top is better accomplished with a strong network of support, providing reinforcement for your development and shepherding you along potential pathways to success. In this interactive panel discussion, our experts will explore the necessary support frameworks to propel your career. Discuss:

- Access and benefiting from mentors and sponsors
- Develop better networking skills - Maximising your presence
- Lessons learnt and practical advice for progression

**Leslie Chong** Chief Operating Officer  
Imugene

**Elisabeth King** Head of Customer Operations - Australia and New Zealand  
Bayer Australia

**Daniela van Vuuren** Head of Medical Operations/ Medical Head Transplant  
Novartis Australia and New Zealand

**Beata Niechoda** Senior Medical Director  
Eli Lilly

**Jim Patrick** Chief Scientist Emeritus  
Cochlear Limited

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### 2.25 - 3.00 EXPERT COMMENTARY

**Resilience in an ever-changing environment**

The competing demands of working in the Pharmaceutical and Medical environment require a high degree of resilience to succeed. Sharing her own experiences overcoming obstacles in both her personal and professional life, Catherine will offer her insights on how to build resilience.

Explore:

- Apply better methods to deal with stress
- Recognise your value and building confidence in yourself
- Encourage resilience and building engagement in team members

**Catherine Nolan** Director and Principal Coach  
Gender Gap Gone

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### 3.00 - 3.15 Questions and Discussion

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### 3.15 - 3.30 Afternoon Tea

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### 3.30 - 4.30 INTERACTIVE CLOSING ROUNDTABLE

**Future directions - Propel your career in an evolving industry**

In this final interactive session of the summit, Elaine Krek, will reflect upon the various themes and inspiring stories from the event to help inspire and empower you to drive your career forward. Through an engaging discussion, Elaine will facilitate ideas and suggestions around the key takeaways from the conference, sharing:

- Key skills to succeed in the industry as a confident leader
- How to map out your own leadership career
- An action plan - Taking your career to the next level

**Elaine Krek** Founder  
Prism Performance

### 4.30 Concluding Remarks from the Chair and Summit Close
Expand Your Reach - Learn to Stand Out and Speak Up as a Leader

A unique and authentic brand is key to leadership success and career progression, allowing you to stand out and position yourself for promotion. But learning to craft and communicate that brand, be it in the office, online or whilst networking, can feel challenging. How do you ensure that the image and information you project is how you want to be represented? How do you stand out as a leader and speak up in a way that increases your influence?

In this interactive workshop, Executive Coach, Sharon Luxford, will take you through an engaging and informative full-day of experiential training. With her signature entertaining style, she will help you develop the key skills to design your ideal personal brand, develop your perfect pitch and take advantage of the key connections that will help you set up for success.

Reboot your brand and promote your professional image
- What message are you sending with your personal brand?
- Define your ‘thing’ - Identifying what makes you unique
- Develop the confidence to network effectively and effortlessly

Perfect your pitch - How to tell your story to stand out
- Develop a strong value proposition - What problems do you solve?
- Create your elevator pitch to really make an impact
- Using your perfect pitch to articulate value in business conversations

Maximise your online presence to expand brand reach
- Craft your best LinkedIn profile to foster key connections
- Navigate the social media minefield - Being purposeful and strategic in what you share
- Utilise associations and online networks effectively

Strengthen your connections - Communication and relationship curation
- Improve communication skills to increase influence
- Cultivate engagement and support with stakeholders and your peers
- Develop strategies for leading your team through change

Post-Summit Workshop
16 November 2017
9.00 - 4.30

Expand Your Reach - Learn to Stand Out and Speak Up as a Leader
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- Cultivate engagement and support with stakeholders and your peers
- Develop strategies for leading your team through change

Expert Facilitator: Sharon Luxford Chief Executive Officer
Frock Up & Rock Up

Sharon Luxford is the CEO of Frock Up & Rock Up and specialises in helping people stand out and connect on LinkedIn. She has coached and mentored people to prepare for group presentations or simply walk confidently into a networking event, to engage with and meet new people. Sharon has also worked in professional cycling in Europe, USA and Australia as a soigneur masseuse, so coaching and ‘massaging’ relationships is in her DNA. One of the things Sharon has learnt from over 20 years in the corporate sector, working in project and organisational change and communications management, is that networking is vital to elevating your professional profile and growing your network of professional connections for future employment or business growth. She has a love of networking that may verge on the unnatural, but who better to coach you through this process than someone with such a passion for networking and building your personal brand. Sharon says that “Connecting with people and teaching them how to comfortably and confidently walk into a networking event, meet new people and make new connections to help them grow their professional network, is why I do what I do”.

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**Susanne Palma**

**Conference Director**

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