

WOMEN IN PHARMA & MEDICAL LEADERSHIP WORKSHOP

Turning challenges into opportunities - developing your own path to leadership



7 - 8
MARCH 2023

CLIFTONS SYDNEY

KEY OUTCOMES

- ▶ Strategies to improve ability, productivity and engagement
- ▶ High level communication skills to maximise your influence
- ▶ Navigating unconscious bias in the pharma and medical sectors
- ▶ Establish a practical and actionable plan towards the future

An exclusive industry panel

Learning to embrace challenge and change



Nicola Richards
Executive Director,
Market Access and
Policy



Kate Norton
Director of Strategy
& Operations, ANZ



Jane Crowe
Managing
Director, ANZ



Allison Rossiter
Managing
Director/President



Claire Edgerton
Patient &
Healthcare
Experience Lead



Leanne Elich
Chief Executive
Officer

leanne elich
CONSULTING



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ABOUT THE EVENT

The Pharmaceutical and Medical sectors are going through rapid yet exciting changes. This expansion opens opportunities for individuals and leaders to thrive. Using authentic leadership and clear communication to create adaptable workspaces will be key to finding success.

This workshop focuses on allowing existing and aspiring leaders to be more aware of the way they exercise leadership and their impact upon others. Through expert facilitation you will be encouraged to think about your role holistically and to understand the avenues in which you can be effective change agents. Practical and interactive sessions will equip you with strategies to enable you to align your approach with the current and emerging industry trends and their impacts.

You will also be invited to join an intimate leadership panel, where we have handpicked a selection of industry leaders to reflect on their experiences and share their guidance. You will learn how to move forward in an equally challenging and rewarding workforce. Engage the side of you that is a leader of leaders, who is more agile, resilient and set up for career success, ready to make a difference in the lives of others.

Book today to secure your seat and take ownership of your career.

Group Discounts Available!



25% off
Standard Rate
Team of 10+



20% off
Standard Rate
Team of 8 - 9



15% off
Standard Rate
Team of 5 - 7



10% off
Standard Rate
Team of 3 - 4

DAY ONE

Unpacking women's leadership for pharma and medical sector in 2023

- ▶ Identify your purpose and set objectives for future career progression
- ▶ What does women's leadership look like for pharma and medical
- ▶ Explore trends and impacts shaping the business sector
- ▶ Understand challenging environments and build a leadership mindset

Tools for retaining structure in the face of uncertainty

- ▶ Strategies to improve online engagement
- ▶ Challenges and impacts of virtual team building and remote learning
- ▶ Manage momentum, motivation, and connection in a hybrid environment

INTERACTIVE PANEL: Learning to embrace challenge and change

- ▶ Respond to pressure in positions of management
- ▶ Assertive leadership in the face of uncertainty
- ▶ Use agile thinking to achieve a growth mindset
- ▶ Strategies for managing stress and building resilience

Strategies to improve stability, productivity and engagement

- ▶ Define what mental health and well-being is in the workplace
- ▶ Create genuine human-centric cultures
- ▶ Explore the impacts of change and disruption on professional well-being
- ▶ Tools for implementing a healthy mindset

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DAY TWO

Maximising your influence through high level communication skills

- ▶ Maintain authenticity and integrity in your management style
- ▶ Develop your communication strategy - style, structure and substance
- ▶ How to foster honest conversations to align individual, team, and organisational goals to share success
- ▶ Handle difficult conversations with confidence and precision

Increasing efficiency through team engagement

- ▶ Provide feedback that drives engagement and collaboration
- ▶ Utilise coaching models to drive high performance
- ▶ Tools to sustain a high performing team
- ▶ Strategies for effectively managing a team environment

Navigating unconscious bias in the Pharma and Medical sectors

- ▶ Tools to build confidence and trust in your abilities
- ▶ Establish credibility and authority in traditionally male dominated fields
- ▶ Understand your audience and their needs
- ▶ Recognise cognitive and unconscious biases

Establishing a practical and actionable plan towards the future

- ▶ Create a personal leadership plan, implementing practical takeaways
- ▶ How to find a good sponsor and mentor
- ▶ Self-promotion - increasing credibility and visibility to progress your career

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BEFORE
14 SEPTEMBER,
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\$700**

WHAT OUR DELEGATES ARE SAYING



“very informative, was related to the topics that we were hoping to gain from the workshop.”

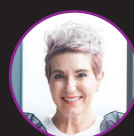


“ Really valuable program. It felt indulgent to spend 2 days on myself but I think it will help me with my leadership and add value to my organisation ”



YOUR FACILITATOR

Dr Leanne Elich is an award-winning Business and Sales Psychologist, creator of the Business Mastermind Program and author of Solving the Sales Equation. She is one of Australasia most successful Medical Technology Business Executives and a leading expert in high-performance teams with over 25 years global experience. A graduate of the University of Sydney, Harvard Business School and Harvard Medical School, Leanne is a sought after expert in bridging the gap between science and business. Powered by her success, Leanne uses her established methodologies to teach businesses how to think differently, create value and set pathways for industry leadership. For over 20 years, she has studied and observed the intersection of behavioural science, psychology and the influence on business design, sales, marketing and executive leadership. Leanne regularly contributes to local and national media outlets, including ABC radio and the Sydney Morning Herald. Leanne is also an Honorary Clinical Fellow at the Queensland University of Technology, international Keynote speaker and Women in Leadership advisor.



Leanne Elich
Chief Executive Officer
L.E.C. Leanne Elich Consulting

