

## **Managing 'Up'**

*Gwen Acton, PhD, CEO Vivo Group*

Learning how to effectively and positively influence your manager and those above you in the organization not only makes your work easier, but it's also good for your confidence and your career. This session will provide you with key insights into what motivates and influences leaders so that you can get the things you want and need, even though you have no formal authority over them. You will improve your ability to manage "up", get agreement from your supervisor, and motivate senior leaders for resources that will enable you to work more effectively – and happily – whether in cross-functional teams, collaborations, or matrixed situations. Better yet, your leaders will like you for it, even when they know what you are doing. This is a very positive way to get those above you in the organization to do what you need them to do, willingly and happily!

## **Finding Alignment: How to Strategically Position Yourself in Your Career Search**

*Jenn Felsted-Knight, PhD, Leadership Coach & Career Strategist, Felsted Coaching & Consulting*

With every opportunity attracting hundreds of qualified candidates, it can feel like you need to unlock some secret code just to get noticed. Strong technical skills and a solid publication record aren't enough when the competition is this fierce, and submitting your resume into the void hoping someone sees your potential isn't exactly an empowering strategy.

This webinar will walk you through a practical framework to move from reactive job searching to strategic career positioning, helping you approach the job market with the same methodical thinking you bring to complex scientific problems.

You'll learn how to read between the lines of job postings to identify what organizations are actually looking for, including how to think about the unspoken priorities that never make it into the listing. We'll explore how to translate your research experience and transferable skills into language that resonates, whether you're applying for your first industry role, exploring a career pivot, or looking to stand out in a crowded applicant pool.

This isn't about manufacturing perfect qualifications. It's about learning to communicate your unique combination of skills, experiences, and perspectives as a strategic asset. Whether you're a graduate student exploring what's next, actively job searching, or considering a new career path, you'll leave with actionable strategies to create alignment between what you bring and what organizations need.