

# Navigating the Gender Pay Gap: Strategies to Negotiate your Best Career Opportunities

A Workshop Presentation at St. Louis College of Pharmacy,  
Recreation and Student Center, Room 221, Activity Room B  
Wednesday February 27, 2019, 4:00 - 6:00 pm

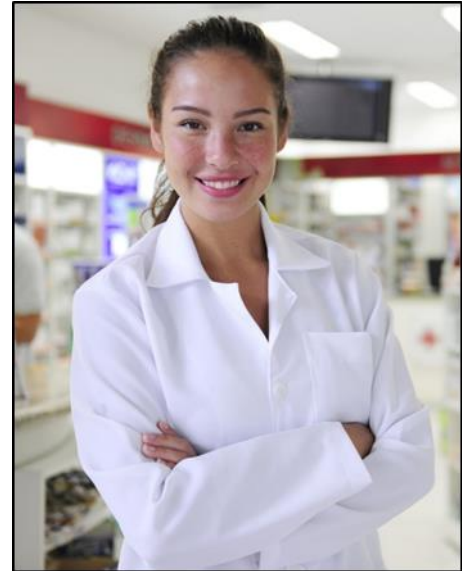
**Kathy Bernard, CEO, WiserU, LLC, will present:**  
**" Know How to Navigate!"**

- Overview of Gender Pay Equity in Pharmaceutical and other Medical Fields; Larger Cultural Change Issues.
- Why the gap widens over time. Learn how to create allies and build your change management skills.

**Lorie Jackson, Co-Founder/CEO Mosaic Ceiling, will present:**

**"Know Your Worth in your Field & How to Ask for More!"**

- Negotiation Skills and Overcoming Internal Barriers to Self-Advocacy – information and hands-on exercises will be presented.



## Some Background...

Women have a **dual set of challenges** to overcome in order to achieve pay equity:

- **institutionalized** pay discrepancies and cultural barriers to advancement
- **internalized** social messages that limit self-advocacy

In the pharmacy and medical fields, there are particular challenges. Pharmacy as a field has made advancements in equity with respect to other health care fields, but women pharmacists can still receive offers that **are typically 6-11% below** male colleagues **for exactly the same work**. Leadership roles are far from equally balanced, with women pharmacists still holding less than 30% of senior positions overall in the field. Other medical fields face the same, **or higher**, levels of inequity.

***The simple truth is you must actively negotiate to receive your true worth in the workplace!!***

This event is free, but **please pre-register** at: [Registration Form](#)

For PE credit and more information, contact Dr. Alicia Pate at: [Alicia.pate@stlcop.edu](mailto:Alicia.pate@stlcop.edu)

Parking for visitors is available upon request at registration.

Directions to campus: [Google Map to STLCOP](#)

**Co-Sponsored by St. Louis College of Pharmacy and AAUW St. Louis Branch**

