

AbstractID: 14403 Title: Negotiation Tactics for Medical Physicists

Women and men have different approaches to negotiation. Many studies have overwhelmingly shown that men are typically much more successful at negotiating than women. This results in women having fewer resources such as starting salaries, startup packages, space and other benefits. These factors often lead to an initial lower salary difference for women results in less money throughout her career, including in her retirement package. Other barriers to successful negotiation for women can include a lack of respect for a woman's time as well as delivering due recognition and credit to women for their work.

Dr. Jane Ammons will speak to these issues from her perspective as an engineer, mentor to women faculty, and administrator. She will also share strategies for successful negotiation for women. Dr. Ammons is Associate Dean of Engineering for Faculty Affairs, Professor of Industrial and Systems Engineering, and President of the Institute of Industrial Engineers. She has also been an NSF ADVANCE professor as part of the National Science Foundation's ADVANCE project to increase the support and numbers of tenured women faculty in science and engineering.