



BUILD YOUR INFLUENCE COMMUNICATE WITH POWER

Calgary Chamber of Commerce – The Salons
100 – 6th Avenue S.W.

WORKSHOP SCHEDULE

Day 1 – April 1st, 2008:

Build Influence

8:30 a.m. – 4:00 p.m.

Clout Level & Principle Sponsore - Agrium



In this session, we will:

- identify current business challenges & explore the role of influencing in managing challenges
- review how to position yourself and others to establish connections so that business discussions can be conducted on more collaborative terms
- practice your own ability to influence & get feedback regarding your effectiveness
- explore how influence strategies can be interpreted differently depending on the person's gender and identify ways to manage those situations effectively

Day 2 – April 2nd, 2008:

Communicate with Power

12:00 p.m. – 4:00 p.m.

Leadership Level Sponsor - EnCana



In this session, we will:

- identify gender issues in business communication
- determine communication patterns that are problematic for men and women at work
- build on your success strategies in challenging communication situations
- practise communicating for greater impact

Day 2 – April 2nd, 2008:

Panel Discussion with Calgary's Leading Women

4:30 p.m. – 6:30 p.m. Wine & Cheese Reception

Executive Pipeline Level Sponsors – Suncor Energy Inc & Canadian Natural



In a panel discussion format, you will have the opportunity to continue to learn and dialogue with some of Calgary's most successful female leaders as they share their lessons and experiences around the topics of power, influence and communication. You'll hear from the following panel:

Judy Fairburn – VP, Downstream Operations, Integrated Oilsands Division – EnCana

Kathleen Sendall – Sr. VP, North American Natural Gas – PetroCanada & Governor, Canadian Association of Petroleum Producers

Mary-Jo Case – VP Land – Canadian Natural Resources Limited

Maureen Cormier - VP, Project Services – Suncor Energy

Sonia Tibbatts – Managing Director, RBC Capital Markets – Royal Bank

With **Tasha Westerman**, People Services Manager, Long View Systems as Moderator

Registration deadline February 29, 2008

For more information contact Donna Leibham at:

leibham.and.company@shaw.ca

(403) 804-5569

Mail registration form to:

Leibham & Company

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Or Fax to 403-289-9576

About Simmons School of Management

Located in Boston Massachusetts, the Simmons School of Management (SOM) was founded in 1973 and is the only business program in the world designed for women. In addition to providing an MBA program, the SOM provides executive education and leadership programs that address subtle gender dynamics in the workplace. The Centre for Gender in Organizations is a component of the college that is focused on research so that the field of women in leadership can continue to grow.

Mary Shapiro MBA, MSc (Economics)



Mary Shapiro is an Assistant Professor at the Simmons School of Management. She has served as MBA faculty for ten years and has designed, developed and delivered executive programs for fifteen years. In the MBA program she teaches *Communication Strategies, Team Leadership, Public Speaking* and *Career Strategies*. As part of the SOM Speaker's Bureau, she has spoken to Ernst and Young, EMC, Hewlett Packard and other organizations, and on radio, most recently on NPR's "On Point" program.

Professor Shapiro specializes in four areas: team building and intervention, communicating in a diverse and virtual environment, personal effectiveness in influence and motivation, and strategic career management. She developed "The Communication Styles Diagnostic," a tool which has been used by thousands of managers to improve their effectiveness with individuals and teams. With an SOM colleague she has coauthored two books, *"I've Got a Job Interview, Now What?"* (Barnes and Nobles, 2003) and *"Take Charge of Your Career"* (Barnes and Nobles, 2005). Both books include the nuances of gender and many dimensions of diversity. She continues her research in the area of women, their careers, and their relationship with power.

Over the past 20 years, parallel to her position on the SOM faculty, Shapiro has worked as a consultant with public and private Fortune 500 clients, such as ESPN, WebMD, and Merck Pharmaceuticals. She has created and delivered an inventory of seminars, served as an executive speech coach, and helped organizations launch teams and turn around teams in crises. She received her MBA and M.S. in Economics from Wright State University in Dayton, Ohio.