

# Women in M.E. Seminar Series-III

EXPLORER INNOVATOR PIONEER ADVENTURER VISIONARY TRAILBLAZER

## Negotiating an Excellent Job

### A Workshop for Women in Science and Engineering

Wednesday, January 30th, 2:30-4:00pm

Location: E1-270 EITC



#### Abstract

Negotiation is a vital career skill. Negotiating effectively can help you secure employment terms that make your career both economically rewarding and personally fulfilling. But women face unique challenges as negotiators. Join us for a hands-on workshop that will help you build your competence and confidence as a negotiator, and learn to overcome the most common barriers you may face when negotiating.

#### Biography

Dr. Lukas Neville is an assistant professor of organizational behaviour at the I.H. Asper School of Business, where he teaches negotiation in the MBA program.

Questions? Contact Dr. Christine Q. Wu

[cwu@cc.umanitoba.ca](mailto:cwu@cc.umanitoba.ca)



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Panel members' *Biographies*



Lindsay Melvin earned a Bachelor of Science in Mechanical Engineering and a Master of Science in Mechanical and Industrial Engineering, both from the University of Manitoba. As the Senior Market and Risk Studies Engineer at Manitoba Hydro, Lindsay believes that negotiation is a part of everyday life, and can even change your life! Lindsay is currently completing a Master of Business Administration (MBA) at the I.H. Asper School of Business at the University of Manitoba.



Andrea Watts is a graduate of the University of Manitoba Mechanical Engineering Co-op Program. She's spent the last ten years working as an engineer in the aviation industry; first with StandardAero, a maintenance, repair, and overhaul provider of gas turbine engines, and currently with Transport Canada as a Senior Aircraft Certification Engineer. Andrea has developed her negotiation skills working in diverse environments with people from a variety of professions. Andrea is

registered as a Professional Engineer with the Association of Professional Engineers and Geoscientists of Manitoba.

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Shannon Groen obtained her undergraduate in Computer Engineering at the University Of Manitoba. She has spent the past 12 years working at Motor Coach Industries initially as an electrical designer and more recently as a Senior Technical Advisor and Manager of the Testing group. Shannon has experience at Motor Coach in negotiating skills from both an employee and an employer perspective. Shannon is currently registered as Professional Engineer with the Association of Professional Engineers and Geoscientists of Manitoba, and is working on completing her Six Sigma Black Belt for continuous improvements in the manufacturing industry.

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