

Successful negotiation is an art form that comes naturally to some, but must be learned by most. This moderated panel will discuss skills and techniques necessary to successfully negotiate in the workplace, including salary negotiations, vacations and maternity leave.



**KATHERINE WARREN**  
Partner, Boxley Group

Katherine is a partner at Boxley Group, a Houston-based consulting firm focusing on the energy industry. She has more than 20 years experience in the industry, including upstream O&G, oil field services and power. Katherine has extensive experience bringing complex projects to completion and addressing difficult change at companies. She has also worked at Deloitte and Solar Energy Industries Association in Washington DC. Katherine is president of the Jones Partners at the Jones Graduate School of Business at Rice and is also a Girl Scout leader. She has an MBA from University of North Carolina, Chapel Hill and a B.A. in government from the College of William & Mary.



**BRANDY COPLEY**  
Managing Director and Counsel, GE Capital-Energy Financial Services

Brandy Copley is managing director and counsel for GE Energy Financial Services. She represents GE in equity investments, M&A, debt and project financings for energy companies in the upstream, midstream and power sectors in the U.S., Latin America, Asia and Australia. Brandy serves as the local Lean In leader for her GE Houston hub and is a Women's Energy Network mentor. She was named a Houston's Best Corporate Counsel in 2013 and has been named a Super Lawyer Texas Rising Star multiple times. Brandy also serves on GE's Diversity and Inclusion council. She has been heavily involved in pro bono work for 15 years, is a member of the Pro Bono College of the State Bar of Texas and has received several awards for her pro bono work.



**LEES RODIONOV**  
Global Account Director, Schlumberger

Lees Rodionov has spent her entire professional career at multinational oilfield service company Schlumberger. She assumed her current role as global account director in 2013. Prior to that, Lees worked in Alaska as the General Manager and before that, VP of HR for North America. Throughout her twenty-one-year career with the company she has relocated eight times, with assignments in Houston, Alaska, Scotland, Venezuela and Trinidad, including roles in human resources, finance, sales, IT and line management. Lees grew up in a small town in Texas and attended Rice University, earning a Bachelor of Arts and an MBA there. She is married and has two teenage kids.



**JANET LANGFORD KELLY**  
Senior Vice President, Legal, General Counsel and Corporate Secretary, ConocoPhillips

Janet Langford Kelly is senior vice president, legal, general counsel and corporate secretary for ConocoPhillips. She has more than 30 years of experience at private law firms and corporations, including Kmart, Kellogg Company and Sara Lee Corporation. Janet began her career as a law clerk for the Honorable James Hunter III of the Third Circuit Court of Appeals. She has received the Legends in Law Award from the Burton Awards for Legal Achievement, Inside Counsel's Anastasia D. Kelly Award and the Houston Business Journal's Outstanding General Counsel award. Janet was named one of Houston's 50 Most Influential Women of 2013 by Houston Woman Magazine. She received a bachelor's degree from Grinnell College and a juris doctorate from Yale University.

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WOMEN IN LEADERSHIP CONFERENCE

MAKING YOUR MARK: IN PURSUIT OF LEADERSHIP

February 6, 2015 | Jones Graduate School of Business | McNair Hall, Rice University



The **Women in Leadership Conference** is an annual conference organized by a committee of MBA women leaders from the Rice University chapter of the National Association of Women MBAs. This leadership conference was created with the objective of providing present and future women business leaders with a unique forum to exchange ideas, providing women an opportunity to gain thought leadership on professional development and issues important to women in today's workforce.

The conference offers a significant opportunity for corporations and industry leaders to directly contribute to the development of women leaders in the community. The National Association of Women MBAs (NAWMBA) is dedicated to empowering graduate women in business in order to propel more women into leadership positions in corporate America and to enhance diversity in the workplace. The NAWMBA chapter at the Jones Graduate School of Business achieves this goal through:

- Organizing networking events with alumni, professional women and local NAWMBA chapter members
- Planning the annual Women in Leadership Conference at the Jones School
- Encouraging attendance at the NAWMBA National Conference and Career Fair
- Providing support through mentoring opportunities
- Raising awareness through community outreach

**AGENDA**

7:30am – 8:15am	<b>Light Breakfast &amp; Registration</b>	McNair Hall Rotunda
8:15am – 8:30am	<b>Opening Remarks and Introduction</b>	Shell Auditorium
8:30am – 9:15am	<b>The W. Oscar Neuhaus Family presents the Keynote Address by Anousheh Ansari: First Female Private Space Explorer and CEO, Chair &amp; Co-Founder of Prodea Systems</b>	Shell Auditorium
9:15am – 10:15am	<b>Visionary Leadership: Inspiring Change (Opening Panel)</b>	Shell Auditorium
10:15am – 11:00am	<b>Coffee and Networking Break (Silent Auction begins)</b>	Anderson Family Commons
11:00am – 12:00pm	<b>Panel Session One</b> <ul style="list-style-type: none"> <li>• Road Less Traveled: Women in Male-Dominated Industries</li> <li>• Leadership Ride: The Ups and Downs in Pursuit of Leadership</li> <li>• Expedition Everest: Women Entrepreneurs</li> <li>• The Art of Negotiation: Power to Successfully Negotiate</li> </ul>	Room 218 Shell Auditorium Room 312 Room 216
12:00pm – 1:00pm	<b>Lunch</b>	Anderson Family Commons
1:00pm – 2:00pm	<b>Panel Session Two</b> All panels offered during session one will be offered again in session two in the same locations.	Same as above
2:00pm – 2:45pm	<b>Cocktail Reception (Silent Auction Close)</b>	Shell Auditorium
2:45pm – 3:00pm	<b>Closing Remarks</b>	Anderson Family Commons

Are you aspiring to be a trailblazer? In this panel, women entrepreneurs share stories of successfully climbing their own Everest. Come draw inspiration from their experiences: preparation for the adventure, stumbling blocks encountered and overcome, and the amazing views along the journey to the top.



**LISA POUNDS**  
CEO and Founder, Green Plate Foods

Lisa Pounds serves as chief executive officer and founder of Green Plate Foods. GPF was born from the idea that there must be other busy parents and businesses that don't have time to prepare nutritious and delicious ready to bake or service snacks, treats and meals. Prior to Green Plate Foods, Lisa was in the insurance brokerage and risk management consulting business focused on health care and pharmaceutical industries. She was nominated in 2012 as a Top 25 National Foodie Mom for her blog, "Lisa's Green Plate Blog." Lisa was also honored in 2014 by the Houston Business Journal as a Top 40 under 40 award recipient.



**JENNIFER STEVENS**  
Founder and President, JHL Company and Rocca Productions

Jennifer Stevens is the founder and president of JHL Company and Rocca. She started her career in politics and served as the campaign manager for United States Senator John Cornyn in 2002. With nearly 20 years of experience in government, public affairs, event planning and fundraising, Jennifer has provided expertise and guidance to dozens of nonprofits, foundations, government entities, associations and corporations. She serves as board president of the Susan G. Komen Austin Affiliate, chair of Austin Gives, on the board of the Texas Association of Business, a fellow for the Robert S. Strauss Center and a director of the Texas Lyceum.



**LEISA HOLLAND-NELSON**  
Co-founder and Owner, ContentActive LLC

Leisa Holland-Nelson is co-founder and president/CMO of ContentActive, LLC, a leader in the integration of custom CMS functionality with powerful search, social and mobile innovation resulting in the best Web presence possible today. She is the author and voice of "Women Mean Business," heard in Houston on NEWS 92 FM and on several news radio stations nationally, and seen weekly online on TheBusinessmakers.com. Leisa co-founded the annual HoustonActive event, supporting education through technology. She was named one of "Houston's Fifty Most Influential Women of 2009" by Houston Woman Magazine, a "Powerful Woman in Business" by Mass Mutual in 2012 and a "Celebrated Entrepreneur" by Houston Technology Center in 2013.



**JULIANA GARAIZAR**  
Managing Director, Houston Angel Network

Juliana Garaizar is the managing director of Houston Angel Network and a Kauffman Fellow. She was the manager of Sophia Business Angels network in the French Riviera, manager of Antipolis Innovation Campus as well as project manager of International Projects funded by the European Commission. Previously, Juliana worked in Singapore as an international trade consultant for the Trade Commission of Spain and later as a project manager for the Asia Technology Office of Citigroup. She obtained an MBA at the London Business School. Juliana is president of one of Sophia Business Angels sidecar funds, an expert committee member of Success Europe and UT Horizons Fund, and a founding member of Istanbul's Galata Business Angels.

As women enter the workplace, they expect equal treatment and opportunity to advance up the ranks like their male peers. This moderated panel will focus on issues women pursuing leadership opportunities may confront, including overcoming inherent barriers, career advancement and trajectory, gender biases and the glass ceiling.



**ROBIN RUSSELL**  
Houston Office Managing Partner, Andrews Kurth LLP

Robin Russell co-chairs the firm's national bankruptcy and restructuring practice. Her practice combines a depth of experience in restructuring and bankruptcy and litigation with financial transaction work. Robin has been with Andrews Kurth for 27 years. In 2011 she was appointed as the Houston office managing partner. Robin has served on several committees within the firm, including the Policy Committee, Women's Initiative Team, and Conflicts Committee. In 2011 she served as the practitioner member of the Fifth Circuit's Merit Selection Panel for a United States Bankruptcy Judge for the Southern District of Texas. Robin also served as clerk to the Honorable William Kilgarlin, Justice of the Supreme Court of Texas.



**DENISE CASTILLO-RHODES**  
Executive Vice President and Chief Financial Officer, Texas Medical Center

Denise Castillo-Rhodes is EVP and CFO of Texas Medical Center. She serves on the Audit and Finance Committees of Texas Medical Center Thermal Energy Corporation, HAM Texas Medical Center Library, and on the Board of Directors of the Texas Medical Center Hospital Laundry Cooperative Association. Denise also serves on various boards including; Medical Bridges, University of St. Thomas, American Red Cross Greater Houston Area Chapter and is the chair of the Greater Houston Women's Chamber of Commerce. She is a member of the Greater Houston Partnership's Executive Women's Partnership (EWP). In her spare time, Denise devotes some of her time to various humanitarian efforts, including efforts in Ghana and Guatemala.



**RACHAEL GOYDON**  
Director, Energy and Resources, Deloitte Consulting

Rachael Goydan, a native Houstonian, joined Deloitte Consulting in 2001 as a summer intern and is now director in the Energy and Resources practice where she has two main roles: client innovation and practice operations. She is the vice-chairman of the Houston based non-profit, Connect@6800 and sits on the Executive Committee of St. Luke's United Methodist Church. Rachael has a B.A. from the University of Pennsylvania and an MBA from MIT Sloan School of Management. She is married and has three kids between 8 months and 7 years of age and enjoys quilting in her free time.



**DIANE ZEILER**  
Compliance Officer Americas, Shell Trading & Supply

Diane Zeiler is compliance officer Americas for Shell Trading & Supply. Since joining Shell in 2013, her responsibilities include ensuring compliance risks are identified and appropriate strategies are considered in the conduct of business. Diane and her team provide advice and guidance on activities including exchange related and trading activities, export controls and sanctions, business communications and conduct. She also leads the Dodd-Frank Act and Canadian Derivatives Reform implementation efforts. Diane has more than 20 years of experience in the energy industry including refining, natural gas supply, investor relations, power trading and asset management. She holds a Bachelor of Science degree in chemical engineering from Oklahoma State University.

Dear Women in Leadership Conference Attendees,

Welcome to the Jones Graduate School of Business at Rice University. We are pleased to announce the National Association of Women MBAs (NAWMBA) 15th annual Women in Leadership Conference. As in years past, this event seeks to educate, empower and connect MBA students and women from various industries through a series of thought-provoking panels.

This year's Women in Leadership Conference, themed **Making Your Mark**, aims to explore challenges faced by women in pursuit of leadership. You will hear from a diverse set of women leaders from a variety of industries about their struggles to successfully climb the ranks of their respective fields. We are pleased to share with you remarkable stories from truly inspirational women who have led expeditions and crafted their paths and, in doing so, made their mark. Our intent is to facilitate professional and personal relationships and to enhance the development of thought leadership by providing a unique opportunity to interact with and learn from some of the most inspiring and innovative women leaders in the community.

Without the support of the students, staff and faculty of the Jones Graduate School of Business and the generosity of our corporate sponsors, the NAWMBA Women in Leadership Conference would not be possible. A heartfelt thank you goes out to all those involved and to our speakers and panelists for taking time to share their ideas and insights.

Finally, thank you for joining us. We encourage you to meet new people, inspire, and be inspired. Hopefully, this event will help you in your own pursuit of leadership.

Sincerely,  
The NAWMBA-Rice Chapter Board



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WEI WEI (IVY) CHEN  
Conference Co-Chair



*Sabeeta Makani*  
SABEETA MAKANI  
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The Jones Graduate School of Business at Rice University is one of the world's leading business schools. Named in honor of the late Jesse Holman Jones, a prominent Houston business and civic leader, the Jones School is distinguished by its strong foundation in accounting, finance, marketing and management with areas of excellence in energy, entrepreneurship and health care. Degreed programs include the Rice MBA, MBA for Executives and MBA for Professionals as well as joint MBA degrees in medicine, mechanical engineering and professional science. A Ph.D. in Business attracts candidates aspiring to become faculty members at business schools in prestigious research universities internationally. The Jones School also provides an undergraduate business minor and full schedule of non-credit executive education open enrollment and customized courses for business and industry along with certificates in finance and accounting, health care and marketing. For more information visit [business.rice.edu](http://business.rice.edu).





*The W. Oscar Neuhaus Family presents the Keynote Address by*  
**ANOUSHEH ANSARI**

**First Female Private Space Explorer and CEO, Chair & Co-Founder of Prodea Systems**

Anousheh Ansari captured headlines around the world as the first female private space explorer, and earned a place in history as the fourth private explorer to visit space and the first astronaut of Iranian descent. She co-founded Telecom Technologies, Inc., which created a product called a “softswitch” that allows voice communications over the Internet. It was sold in 2001 for over \$750 million.

Anousheh is now CEO, chair and co-founder of Prodea Systems, a company that will significantly change the way consumers interact with the Internet. She has received multiple honors, including the World Economic Forum Young Global Leader, Ellis Island Medal of Honor, Horatio Alger Award for Distinguished American, Working Woman’s National Entrepreneurial Excellence Award, George Washington University’s Distinguished Alumni Achievement Award, and Ernst & Young Entrepreneur of the Year Award for the Southwest Region. While under her leadership, Telecom Technologies earned recognition as one of Inc. Magazine’s 500 fastest-growing companies and one of Deloitte & Touche’s Technology Fast 500 companies.

## VISIONARY LEADERSHIP: INSPIRING CHANGE

**Visionary leaders are the designers of a new dawn, insightfully innovating and boldly crafting a path where others hesitated to go. The female leaders of today have overcome gender biases and obstacles that will make it easier for the women of tomorrow to advance in the workplace. This panel will showcase the stories of multiple top female executives and highlight their struggles to successfully climb the ranks of their respective fields.**



**NILOUFAR K. MOLAVI**

**U.S. Vice Chair, U.S. Energy Leader and Managing Partner - Greater Houston, PricewaterhouseCoopers (PwC)**

Niloufar Molavi is a U.S. vice chair, the U.S. energy leader and the market managing partner (MMP) for Greater Houston for PricewaterhouseCoopers. She leads a practice of over 1500 professionals serving U.S. energy clients in the oil and gas industry. Niloufar began her career with PwC in 1991 and was promoted to partner in 2001. She earned her degree in accounting as well as a Master in Professional Accounting from the University of Texas at Austin. Niloufar serves on the advisory board of the McCombs School of Business at the University of Texas and serves on the non-profit board of Dress for Success Houston, Central Houston and ALPFA Institute and the Greater Houston Partnership.



**REBECCA MARK-JUSBASCHE**

**President, Resource Development Partners**

Rebecca Mark-Jusbasche is president of Resource Development Partners, LLC, (RDP) investing in water, energy technology and agricultural projects with a focus on sustainable development. An investor in Dredgit Environmental since its formation, Rebecca serves as its chairman. RDP has funded WaterHealth International (WHI), and she is a member of the WHI board. She has more than 30 years experience in creating and leading infrastructure development projects around the globe, for much of her career as an Enron International executive. Rebecca holds an MBA from Harvard University and a B.A. in psychology and a master’s in international management from Baylor University.



**HEIDI CRUZ**

**Southwest Region Head, Investment Management Division, Goldman, Sachs & Co.**

Heidi Cruz is the region head for the Southwest Region in the Investment Management Division. Previously, she was based in New York as an investment banker, focusing on Latin America mergers and acquisitions and structured finance. She joined Goldman Sachs in 2005 and was named managing director in 2012. Prior to joining the firm, Heidi served in the White House as an economic director at the National Security Council and was a director at the U.S. Treasury Department. Heidi is a member of the Texas Business Leadership Council and serves on the board of the Greater Houston Partnership and on the Advancement Board of the Yes Prep Public Schools of Houston.



**LINDA BERGER**

**Chief Accounting Officer, Direct Energy**

Linda is the chief accounting officer for Direct Energy, one of the largest providers of electricity, natural gas and related services in North America. She leads a team of 200 financial professionals in the U.S. and Canada with responsibility for financial accounting and reporting, internal controls, commodity settlements, tax and treasury. Linda joined DE in 2013 as the vice president of finance for DE’s Upstream and Trading business and later led the finance integration for DE’s acquisition of Hess Energy Marketing. Prior to joining DE, Linda held various finance and risk management positions with Exxon, Deloitte Consulting and BP in the U.S. and U.K.

## ROAD LESS TRAVELED : WOMEN IN MALE-DOMINATED INDUSTRIES

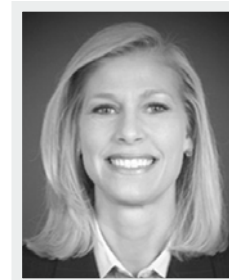
**Pursuing careers in male-dominated industries is difficult, but overcoming the obstacles can be very rewarding. This panel will focus on hurdles that women face specifically such as work-life balance, commanding respect from peers and superiors, leadership styles, and communicating with male-dominated groups.**



**KATHERINE CABANISS**

**Judge, 248<sup>th</sup> Criminal District Court, Harris County, Texas**

Katherine Cabaniss is a district court judge who was appointed as Judge of the 248th Criminal District Court of Harris County by Governor Perry in 2013. Before her appointment, she served as executive director of Crime Stoppers of Houston. Katherine was also a prosecutor at the Office of the District Attorney in Harris County, Texas and was promoted to chief prosecutor. She is on the board of directors of Bridges to Life and is the president of the board of governors of the Houston Club. Katherine was named one of the Fifty Most Influential Women in Houston in 2011. She holds a Juris Doctor from Pepperdine University School of Law.



**ALICIA LOHMAN**

**Partner, Transaction Advisory Services, Ernst & Young**

With over 17 years experience, Alicia Lohman has in-depth knowledge of supply chain improvement, organization redesign, operational process improvement and SG&A management. She has experience in the technology, telecomm, utilities, engineering and construction, logistics, food service, health care, automotive and energy industries. Alicia was chief procurement officer for MRO Solutions and, as a founding member, led procurement activities. She helped design the organizational model, operation process and procedures, and led the transition of supply chain management for maintenance, repair and operations (MRO) material and services.



**CHRISTIE COOKE**

**Manager, Deloitte Consulting**

Christie Cooke is a manager in Deloitte’s Strategy and Operations practice with over five years of consulting experience. She works in the strategy service line with a focus in customer strategy work for pharmaceutical clients. Her areas of expertise include provider segmentation, commercial model development and patient engagement programs. Christie has a B.A. from Davidson College and an MBA from University of Virginia’s Darden School of Business.



**KIM HEAD**

**Manager, NGL Risk Trading, Phillips 66**

Kim Head has over 20 years of oil and gas industry experience with a focus on commodity trading as well as storage and transportation management. She joined Conoco in 2001 as a natural gas trader. In 2004 Kim became the trading desk lead for the Mid-Continent region and moved to manager, Distillate Trading-Americas in 2010. Currently she is the manager, Natural Gas Liquids Trading for Phillips 66. She has held this role since 2014. Kim also holds a position on the Commercial and NGL Talent Management Team. She is a graduate of the University of Missouri-Rolla, with a B.S. in chemical engineering and a minor in psychology.