

## Negotiating a Job Offer in Industry or Academe

**Karen Peterson**  
**Fred Hutchinson Cancer  
Research Center**

**Monday, February 10**  
**3-4:15 pm**  
**Milton Hall Room 50**

Whether you are currently a graduate student applying for jobs or will be on the market in the coming years, it is important to understand the role negotiation plays in the job search process.

The salary you make in an early position can have a compounding effect on future salaries so negotiating is critical to your earnings over a career span. There are also many resources other than salary you can negotiate within your offer that can help you advance in your career such as research or professional development resources.



However, research shows that many do not negotiate when they finally receive an offer, a trend that is even more prevalent for women.

During this workshop we will discuss negotiation strategies and participants will have the opportunity to participate in an interactive negotiation simulation.

**Karen Peterson** is the Director, Office of Scientific Career Development and Scientific Ombuds at the Fred Hutchinson Cancer Research Center. She is also the Co-Director of the joint Fred Hutch-UW Biomedical Research Integrity Training Program. In addition, she is a member of the National Postdoctoral Association Advisory Council and the Advisory Council for Women-in-Biology, Seattle Chapter. She was a Career Consultant at Life Science Washington from 2017-2018.

Karen is the author of the Nature Guide to Life Science Careers and has over 20 years of experience in career counseling and professional development for biomedical scientists. She has helped over a thousand PhD-level scientists move on to successful careers in academia, industry, and research-related careers. Her professional work experience includes developing an interdisciplinary training program, managing an astronomy outreach education program, and her current roles that include facilitating scientist career success, navigating conflicts for scientists and training scientists in ethical decision-making in research.

Karen received a B.A. in Genetics from UC Berkeley and a Ph.D. in Experimental Medicine from McGill University. She was a postdoctoral fellow at the Fred Hutch before making a career transition into administration. She is often interviewed about research training and ethics issues by journals such as *Nature* and *Science*.