

An Educational Event Designed for Women in Rheumatology







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Panel and Credentials

Grace Wright, MD, PhD, FACR

President, Association of Women in Rheumatology

Anne Winkler, MD, PhD, FACR, MACP

Secretary, Association of Women in Rheumatology

Ethel Owen, CPC, Administrator

Past President, National Organization of Rheumatology Managers Past Editor-in-Chief, Rheumatology Practice Management

Cara Slusser

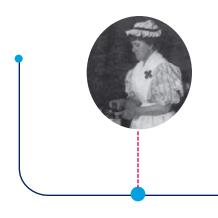
Group Product Director, Rheumatology Marketing Janssen Biotech, Inc.





Igniting the Power of Women to Create a Healthier Tomorrow

Women at Johnson & Johnson have been fueling the future of human health for more than 130 years^{1,2}



Chemist Edith von Kuster joined Johnson & Johnson as its first female scientist and one of only four staff scientists at a time when fewer than 3% of American women attended college.

1907

1886

Johnson & Johnson founded Eight of the first 14 employees were women.



1907

Women were Johnson & Johnson's first volunteers (the Laurel Club), helping underserved children and wounded soldiers – and they had a women's basketball team!

1. Johnson & Johnson Our Story. https://ourstory.jnj.com/taxonomy/term/529. Accessed July 1, 2019. 2. Ten Ways Women Have Trailblazed at Johnson & Johnson Since 1886. https://www.jnj.com/our-heritage/international-womens-day-2015-ten-ways-that-women-have-shaped-johnson-johnson. Accessed July 1, 2019.





Igniting the Power of Women to Create a Healthier Tomorrow

Women at Johnson & Johnson have been fueling the future of human health for more than 130 years¹⁻³

Best Companies for Multicultural Women NAFE Top Companies for Executive Women Working Mother 100 Best Companies Diversity Best Practices Inclusion Index Best Companies for Dads



2019

Today, 43% of Johnson & Johnson's management positions in the US are held by women.



2017

In 2017, Fortune named two Johnson & Johnson leaders, Sandi Peterson (Group Worldwide Chair) and Jennifer Taubert (Worldwide Chair, Pharmaceuticals), to its annual Most Powerful Women list for the second year in a row.

1. Johnson & Johnson. https://www.jnj.com/our-commitment-to-women. Accessed July 1, 2019. 2. Johnson & Johnson Leaders Make Fortune's 2017 Most Powerful Women List. https://www.jnj.com/latest-news/johnson-johnson-leaders-make-fortunes-2017-most-powerful-women-list. Accessed July 1, 2019. 3. Working Mother. https://www.workingmother.com/best-companies-johnson-johnson. Accessed July 1, 2019.





Agenda





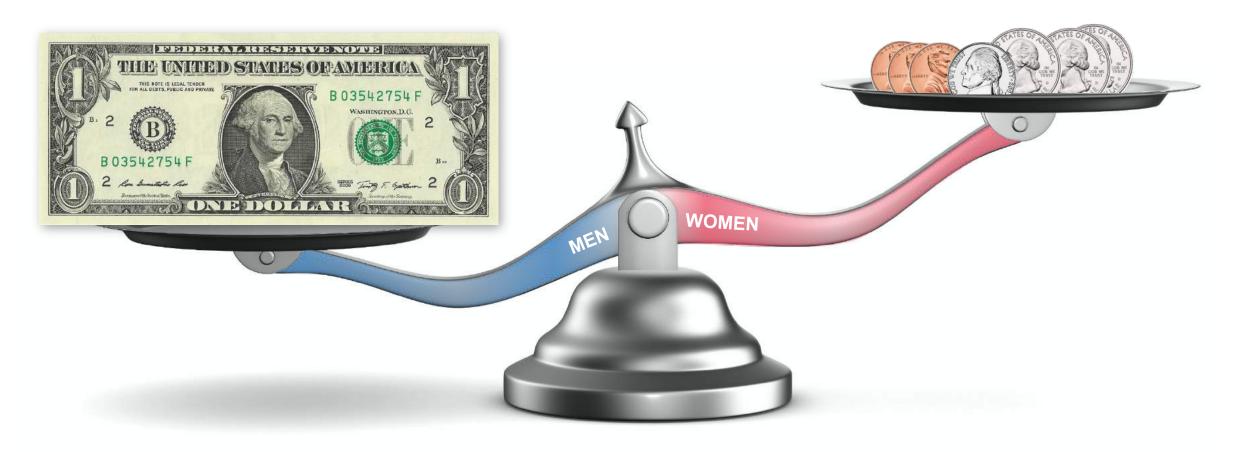








Difference in Compensation* by Gender in Rheumatology¹⁻³



^{*}Mean difference calculated from 2016, 2017, and 2018 annual compensation reports (the compensation reported is based on full-time positions).

^{1.} Medscape. https://www.medscape.com/slideshow/2018-compensation-rheumatology-6008588. Accessed June 27, 2019. 2. Medscape. https://www.medscape.com/slideshow/compensation-2017-rheumatology-6008588. Accessed June 27, 2019. 3. Medscape. https://www.medscape.com/features/slideshow/compensation/2016/rheumatology#page=6. Accessed June 27, 2019.





Lifelong Earnings Impact of Gender Compensation Difference*1-3

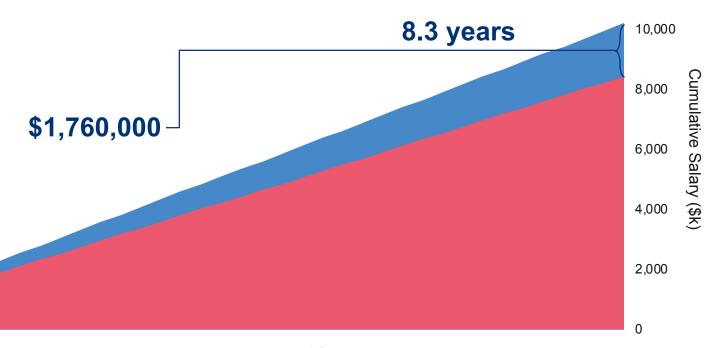
What a female rheumatologist makes for every dollar a male rheumatologist makes



The difference in mean salary over 40 years (lifelong earnings) for a female rheumatologist vs a male rheumatologist[†]

Additional years a female rheumatologist has to work to make up the difference in mean salary over 40 years[‡]

12,000



^{*}Mean compensation calculated from 2016, 2017, and 2018 annual compensation reports. †Mean compensation x 40 years used to estimate lifelong earnings⁴. ‡Difference over 40 years / female rheumatologist mean salary.

1. Medscape. https://www.medscape.com/slideshow/compensation-2017-rheumatology-6008588. Accessed June 27, 2019. 3. Medscape. https://www.medscape.com/features/slideshow/compensation/2016/rheumatology#page=6. Accessed June 27, 2019. 4. USA Today. https://www.usatoday.com/story/money/2019/04/02/national-equal-pay-day-2019-gender-wage-gap/3298020002/. Accessed June 28, 2019.





Annals of Internal Medicine

Position Paper¹

Achieving Gender Equity in Physician Compensation and Career Advancement: A Position Paper of the American College of Physicians

Renee Butkus, BA; Joshua Serchen, BA; Darilyn V. Moyer, MD; Sue S. Bornstein, MD; and Susan Thompson Hingle, MD; for the Health and Public Policy Committee of the American College of Physicians*

Women comprise more than one third of the active physician workforce, an estimated 46% of all physicians-in-training, and more than half of all medical students in the United States. Although progress has been made toward gender diversity in the physician workforce, disparities in compensation exist and inequities have contributed to a disproportionately low number of female physicians achieving academic advancement and serving in leadership positions. Women in medicine face other challenges, including a lack of mentors, discrimination, gender bias, cultural environment of the workplace, imposter syndrome, and

the need for better work-life integration. In this position paper, the American College of Physicians summarizes the unique challenges female physicians face over the course of their careers and provides recommendations to improve gender equity and ensure that the full potential of female physicians is realized.

Ann Intern Med. doi:10.7326/M17-3438 A
For author affiliations, see end of text.
This article was published at Annals.org on 17 April 2018.

Annals.org

n 2015, more than one third (34%) of the active physician workforce in the United States was female (1); an estimated 46% of all physicians-in-training and more than half of all medical students are women (2). Although women have made substantial progress in these areas, much remains to be done to improve eq-

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 2018 Position Paper

Annals.org

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1. Butkus R. et al. Ann Int Med. 2018:168:721-723





Gender Differences in Rheumatology

| | Average annual compensation difference*1-3 | Hours worked per week ^{†4} | Average annual patient visits ⁴ | Estimated FTE difference ⁵ | Average annual RVUs ⁶ | Female patients/ year ^{‡7} | Psychosocially complex patients/year ^{‡7} | Additional time needed with patients ^{‡7} | Patient openness to physician ⁸ | Physician patient-centered8 | Quality of care ^{§9} |
|----------------------|--|-------------------------------------|--|---|--|---|--|--|--|-----------------------------|---|
| MEN | \$1.00 | | 3,133 | 1.0 | 4,944 | 55% | 28% | 21% | | | |
| WOMEN | \$0.83 | -7 (fewer hours) | 2,249 | 0.7 | 4,155 | 65% <i>P</i> <0.01 | 43% P<0.01 | 36% <i>P</i> <0.01 | More | More | Lower mortality and lower 30-day readmissions P<0.001 |
| Gender Difference | ~ | ✓ | ✓ | ✓ | V | V | V | ✓ | V | V | ✓ |

FTE = full-time employee; RVU = relative value units.

^{1.} Medscape. https://www.medscape.com/slideshow/2018-compensation-rheumatologist-6009674. Accessed June 27, 2019. 2. Medscape. https://www.medscape.com/slideshow/compensation-2017-rheumatology-6008588. Accessed June 27, 2019. 3. Medscape. https://www.medscape.com/slideshow/compensation-2016/rheumatology#page=6. Accessed June 27, 2019. 4. American College of Rheumatology.org/portals/0/files/ACR-Workforce-Study-2015.pdf. Accessed June 27, 2019. 5. Rheumatology News. https://www.medscape.com/rheumatologynews/article/118407/practice-management/acr-2015-workforce-study-fewer-rheumatologists. Accessed June 27, 2019. 6. The Rheumatologist. https://www.the-rheumatologist.org/article/rheumatology-gender-pay-gap/. Accessed June 27, 2019. 7. McMurray JE, et al. *J Gen Int Med.* 2000;15:372-380. 8. Butkus R, et al. *Ann Int Med.* 2018;168:721-723. 9. Tsugawa Y, et al. *JAMA Int Med.* 2017;177:206-213.





^{*}Mean difference calculated from 2016, 2017, and 2018 annual compensation reports. †Among multiple specialties; utilized by the American College of Rheumatology in their Workforce Study calculations. ‡Based on a survey of primary care physicians. §In elderly hospitalized patients treated by female vs male internists.

Gender Compensation Disparities Occur Across Fields and Borders¹⁻⁶









Oracle women fight for class-action status in gender pay lawsuit

By PETER BLUMBERG and JOEL ROSENBLATT | BLOOMBERG | JUN 21, 2019 | 1:25 PM



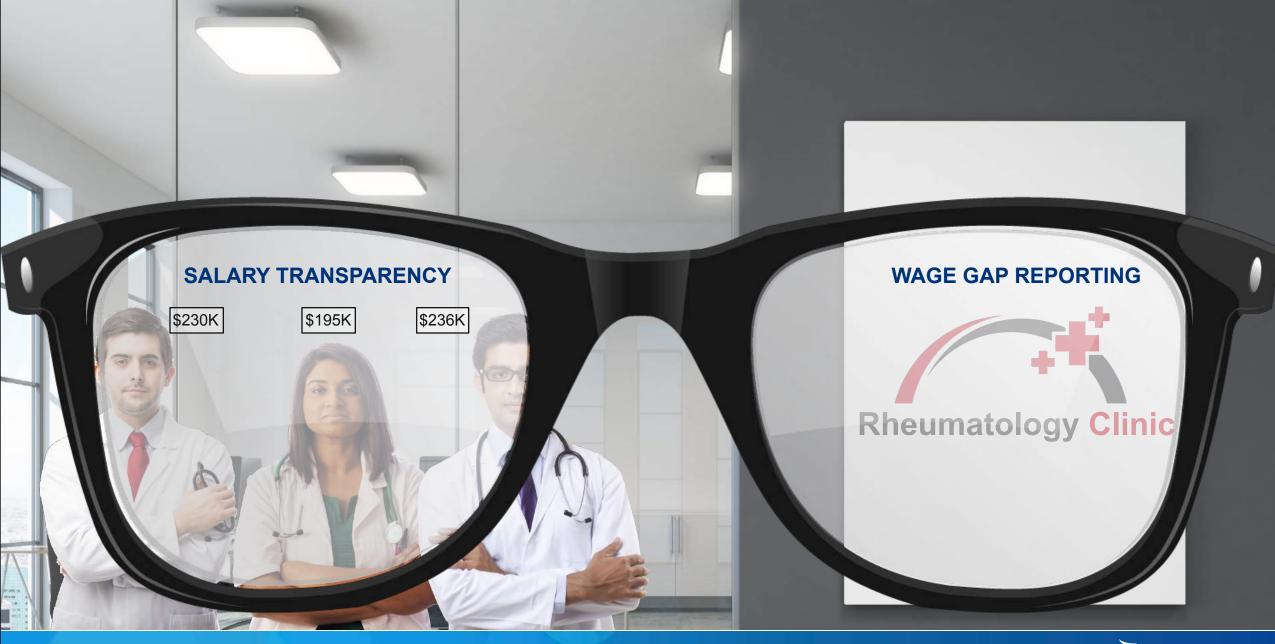


1. USA Today. https://www.usatoday.com/story/money/2019/04/02/national-equal-pay-day-2019-gender-wage-gap/3298020002/. Accessed June 27, 2019. 2. Los Angeles Times. https://www.usatoday.com/story/money/2019/04/02/national-equal-pay-day-2019-gender-pay-lawsuit-20190621-story.html. Accessed June 27, 2019.

3. Salary.com. https://www.salary.com/blog/understanding-the-gender-pay-gap/. Accessed June 27, 2019. 5. The Guardian. https://www.theguardian.com/society/2019/feb/28/what-is-gender-pay-gap-reporting-and-what-does-it-mean. Accessed June 27, 2019. 6. AAUW. https://www.aauw.org/research/the-simple-truth-about-the-gender-pay-gap/. Accessed July 11, 2019.





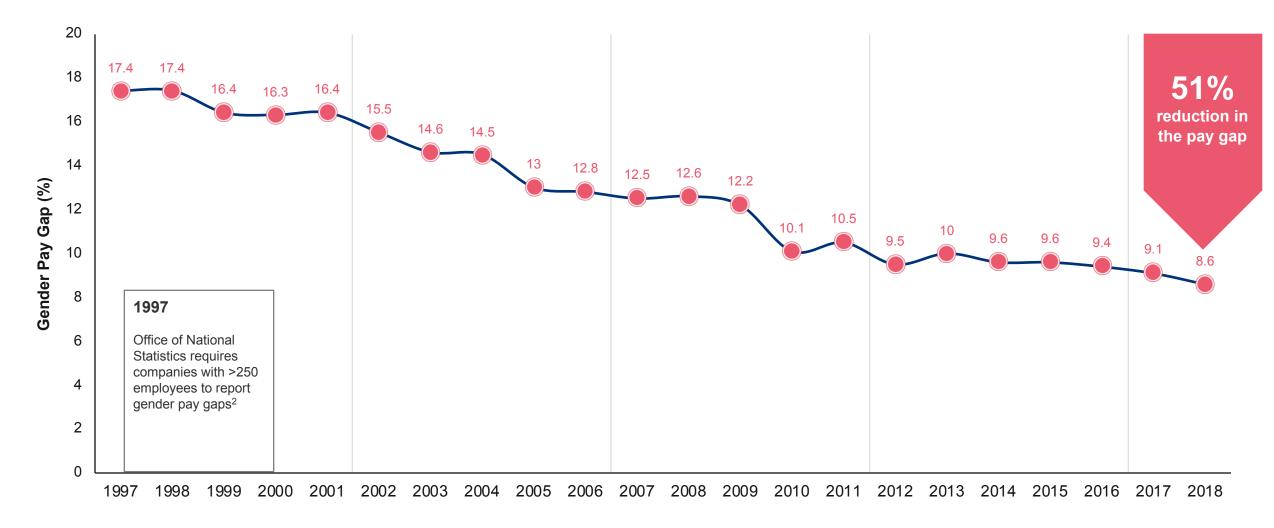








UK: Change in the Gender Pay Gap Under the Equality Act¹



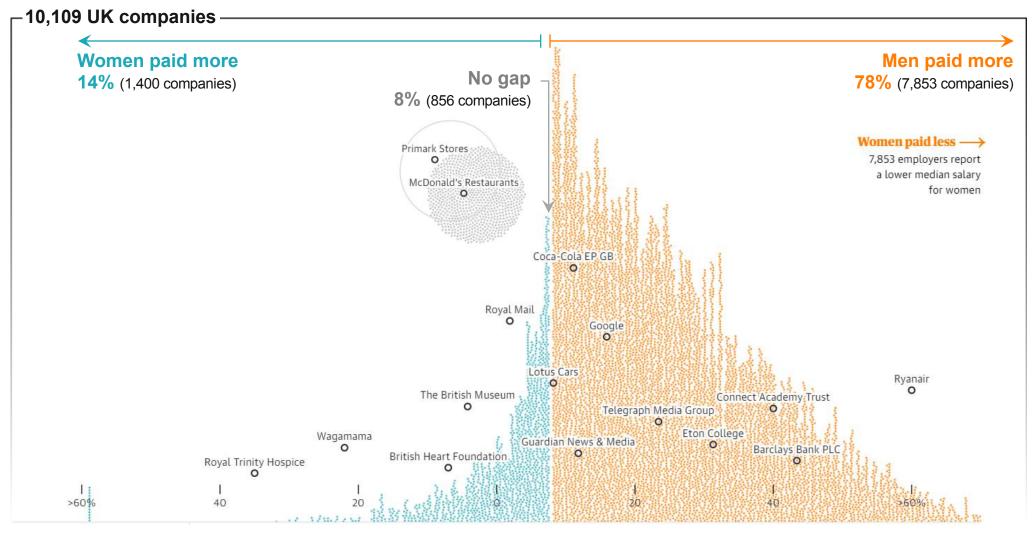
1. UK Office for National Statistics. https://www.ons.gov.uk/employmentandlabourmarket/peopleinwork/earningsandworkinghours/bulletins/genderpaygapintheuk/2018. Accessed July 1, 2019.







UK: 2018 Public Reporting of the Gender Pay Gap Under the Equality Act¹



^{*}Mandated reporting by all companies >250 employees.

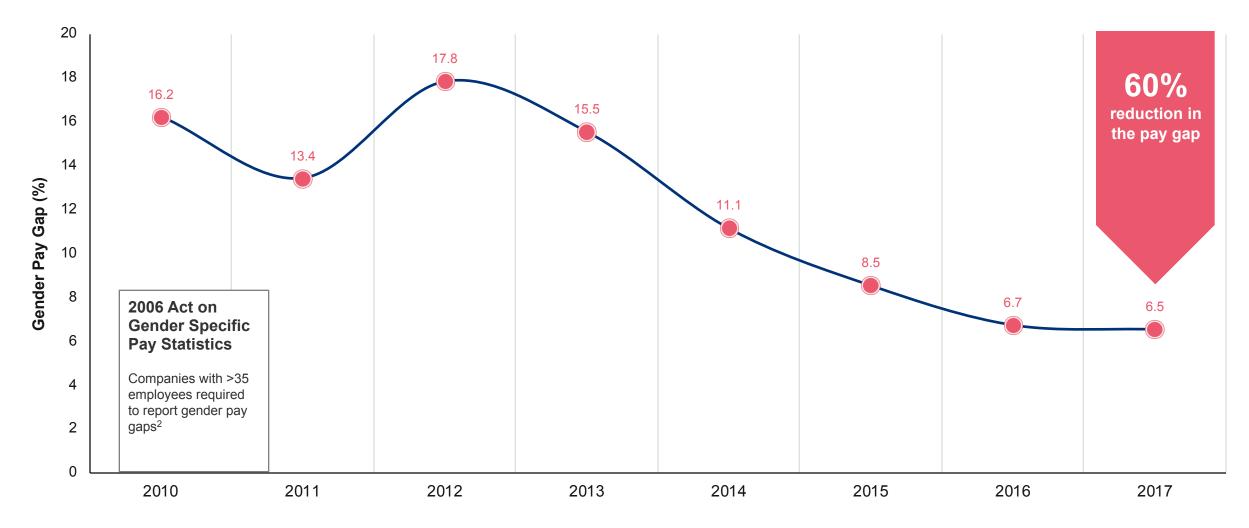




^{1.} The Guardian. https://www.theguardian.com/news/ng-interactive/2018/apr/05/women-are-paid-less-than-men-heres-how-to-fix-it. Accessed June 28, 2019.



Denmark: Change in the Physician Specialist Gender Pay Gap¹



1. Statistics Denmark. https://www.statbank.dk/LIGELI2. Accessed July 1, 2019. 2. Human Resources. https://www.humanresourcesonline.net/research-make-salaries-transparent-to-reduce-the-gender-pay-gap/. Accessed July 2, 2019.







US: Overview of Key Gender Pay Gap Transparency Initiatives

FEDERAL INITIATIVES¹



US Equal Employment Opportunity Commission (EEOC) concerned that women earned 20% less than men

EEOC commissioned a National Academy of Sciences study and performed a pilot study

2016

Solution: SALARY TRANSPARENCY

Rule established: Companies with >100 employees report annual data

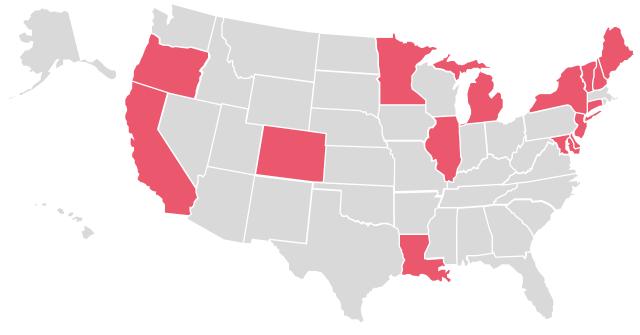
2017

Current administration put rule on hold



Judge reinstates rule; September 2019 filing

STATE INITIATIVES²



- Only federal protections apply (Equal Pay Act and Title VII of the Civil Rights Act)
- State laws apply (above and beyond federal protections)

Depending on the state, some or all of the following apply:

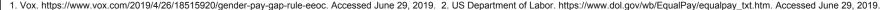
Current employee:

Can discuss/disclose salary with other employees

Potential employee:

Does not have to disclose current salary

Can inquire about the salaries of other employees









"If all in a given group could see what all others in that group were earning, I predict there would be significantly less acrimony and suspicion of back-door secret compensation deals.

Claims that women are paid less because they see less case volume per year than men, and counter-claims that men get higher hourly compensation because of secret bro-culture deals would finally be put to rest."1

- Dr. Robert Oelhaf, MD, Emergency Medicine







Progressing Towards Transparency¹

Conduct a Transparency Audit



Survey (anonymous):

Ask employees to rate the transparency of current compensation practices, structures, and processes from 1 to 10 (1 = completely secret and 10 = completely open)



Survey (anonymous; in parallel):

Ask the same question to leaders (managers/executives)

| Typical results: | Employees | Leaders |
|------------------------|-----------------|-----------------|
| Perceived transparency | Avg: 2–4 | Avg: 6–8 |

The wider the gap, the more severe the transparency issue

LEADERS (COACHING)

Need help with how to communicate current practices to employees

EMPLOYEES (EDUCATION)

Need general education on current processes

Need discussion with their leader on specific factors tied into their compensation





^{1.} Salary.com. https://www.salary.com/resources/white-papers/transparency-compensation-trends-best-practices/. Accessed June 28, 2019.

Progressing Towards Transparency¹

-PRESS Framework

Process

- Clearly defined compensation process
- Open about how it works

R Ranges

- Pay ranges available during salary discussions can help employees to feel more informed and engaged
- Does not need to be published publicly

Equity

- Show fairnessDemonstrate that the
 - practice is committed to fair treatment of all employees, regardless of race or gender

S

- Make leaders stretch outside of their comfort
- Default to being more transparent unless there's a compelling reason not to

zone

S

Solicit

 Solicit feedback (ie, transparency audit) to understand perceptions around transparency





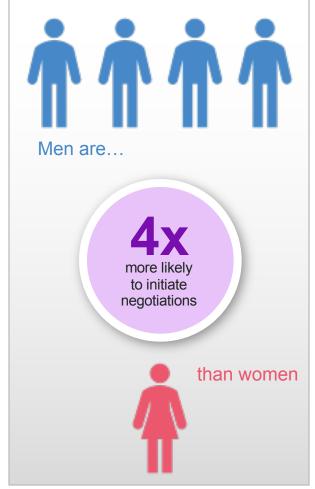
^{1.} Salary.com. https://www.salary.com/resources/white-papers/transparency-compensation-trends-best-practices/. Accessed June 28, 2019.

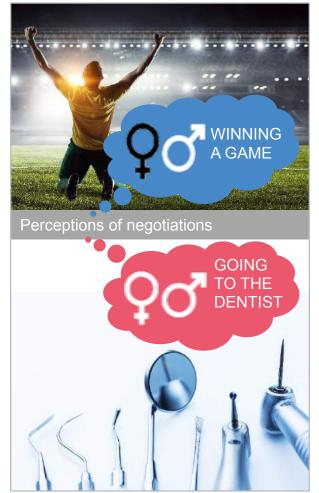






Negotiations by Gender¹







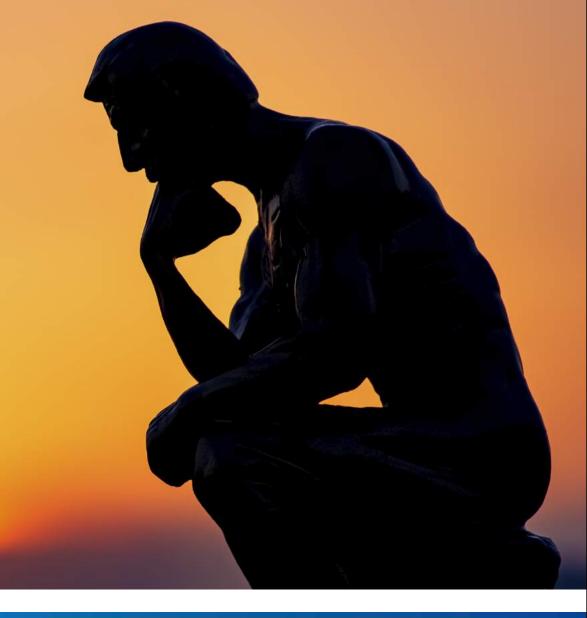
1. Medscape. http://www.medscape.com/viewarticle/848309. Accessed June 28, 2019.





What Is "Implicit Bias"?

"The attitudes or stereotypes that affect our understanding, actions, and decisions in an unconscious manner. Activated involuntarily, without awareness or intentional control. Can be either positive or negative. Everyone is susceptible."









Implicit Associations Reveal an Unconscious Gender Bias*1

-Most people unconsciously associate: FEMALES with FAMILY



*N=846,020 respondents to Project Implicit survey between January 2005 and December 2015.

1. Harvard.edu. Project Implicit. https://implicit.harvard.edu/implicit/. Accessed June 27, 2019.









"Bias runs deeply in all of us. We need to accept it, acknowledge it and correct it"

Sheryl Sandberg COO Facebook



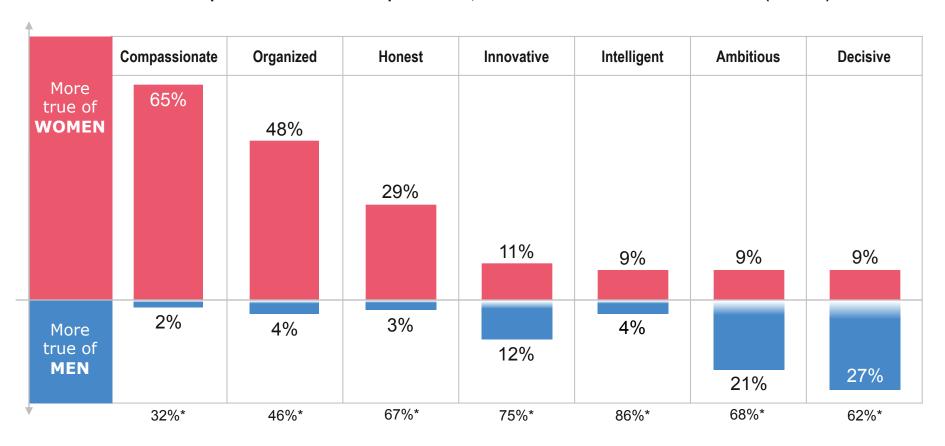
1. HuffPost Women United Kingdom. Sheryl Sandberg On Gender Bias At Work: We Need To Accept It, Acknowledge It And Correct It. http://www.huffingtonpost.co.uk/2016/02/03/sheryl-sandberg-on-gender-bias-makers-conference-2016_n_9149806.html. Accessed June 27, 2019.





Perceived Differences in Gender Characteristics Exist¹

Women are perceived as more compassionate, while men are seen as more decisive (N=1835)



^{*}Equally true of both. "No answer" not shown.

^{1.} Pew Research Center. Women and Leadership: Public Says Women are Equally Qualified, but Barriers Persist. 2015. http://www.pewsocialtrends.org/2015/01/14/chapter-2-what-makes-a-good-leader-and-does-gender-matter/. Accessed June 27, 2019.





The Psychological Basis for Bias: Communal vs Agentic Associations¹

FEMALE

Associated with

Communal qualities

Concern for the compassionate treatment of others

- Affectionate
- Helpful
- Friendly
- Kind
- Sympathetic
- Sensitive
- Gentle
- Soft-spoken

MALE

Associated with

Agentic qualities

Convey assertion and control

- Aggressive
- Ambitious
- Dominant
- Self-confident
- Forceful
- Self-reliant
- Individualistic

Agentic traits are associated with effective leadership

1. Eagly AH, Carli LL. Harvard Business Review. https://hbr.org/2007/09/women-and-the-labyrinth-of-leadership. Accessed June 27, 2019.







1. Medscape. http://www.medscape.com/viewarticle/848309. Accessed June 27, 2019. 2. The New Yorker. http://www.newyorker.com/science/maria-konnikova/lean-out-the-dangers-for-women-who-negotiate. Accessed June 27, 2019. 3. Bowles HR, Babcock L, Lai L. Organizational Behavior and Human Decision Processes. 2007;103:84-103.







1. NPR. http://www.npr.org/2011/02/14/133599768/ask-for-a-raise-most-women-hesitate. Accessed June 27, 2019. 2. The New Yorker. http://www.newyorker.com/science/maria-konnikova/lean-out-the-dangers-for-women-who-negotiate. Accessed June 27, 2019. 3. Forbes. https://www.forbes.com/sites/susanmcpherson/2014/05/14/4-things-every-powerful-woman-should-know-about-negotiation/#5571d0237303. Accessed June 27, 2019.





9 Salary Negotiation Considerations for Female Physicians¹

- Ask male and female physicians with similar experience in this specialty what they are earning (be tactful and expect some to decline)
- Research finances of the organization (performance and plans for budget allocation)
- Negotiate beyond salary (sign-on bonus, time off, additional duties, etc)
- Learn the "broken record" technique (repeat the same response if pushed for a different answer)
- Ask for challenging opportunities and promotions (or sponsorship in a professional development program)

- 6 Don't disqualify yourself (you don't have to be an expert in everything in a job posting)
- 7 Don't tell a prospective employer what your current salary is
- Don't tell a prospective employer about your spouse's employment status
- Keep detailed records of your accomplishments and ask for an annual review

"No matter what business you're in, knowing how to negotiate is an essential skill if you want to advance your career and help close the wage gap."²

^{1.} Becker's ASC Review. https://www.beckersasc.com/leadership-management/female-physicians-earn-18-less-than-males-9-tips-for-negotiating-higher-salaries.html. Accessed July 1, 2019. 2. Forbes. https://www.forbes.com/sites/susanmcpherson/2014/05/14/4-things-every-powerful-woman-should know-about-negotiation/#5571d0237303. Accessed June 27, 2019.

















The Solution: Finding the Right Leadership Style¹



Tend to be

Transactional leaders

Conventional leadership approach that uses a system of reward and punishment

- Give-and-take relationships with subordinates
- Clarifying responsibilities
- Rewards for meeting objectives
- Corrective/disciplinary actions for failing to meet objectives



Tend to be

Transformational leaders

Modern leadership approach acting as a nurturing mentor or coach

- Gain subordinates' trust and confidence
- State future goals and develop plans to achieve those goals
- Mentor and empower subordinates to develop full potential
- Provide support and encouragement to subordinates





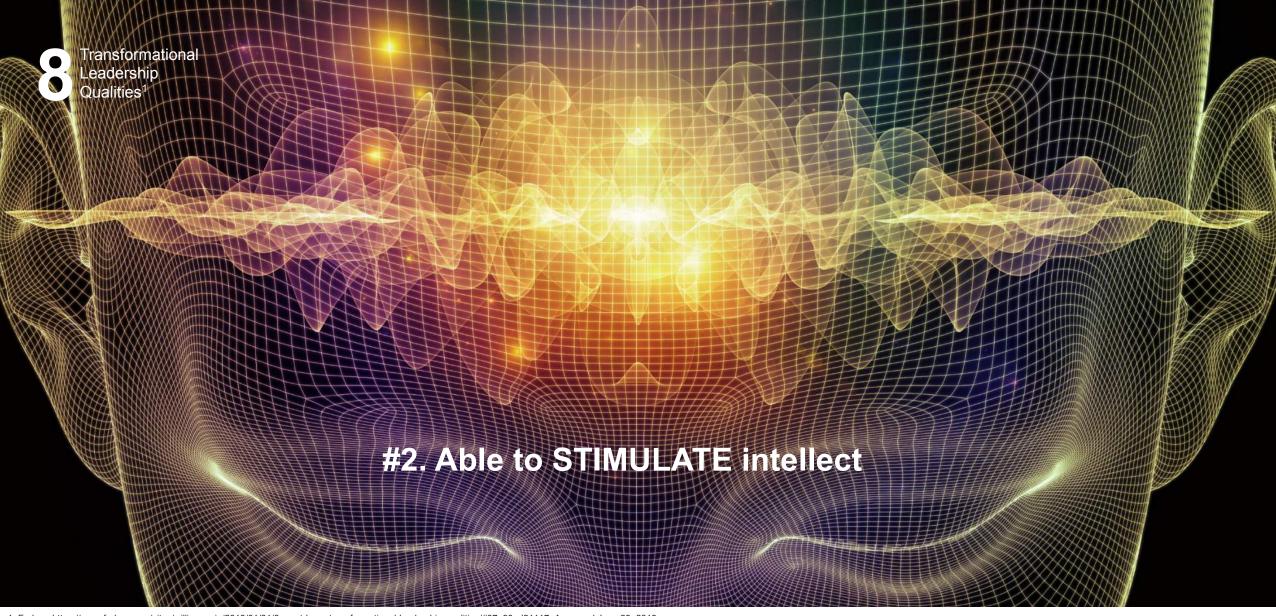


























Transformational Leadership Qualities¹



1. Forbes. https://www.forbes.com/sites/williamcraig/2019/01/31/8-must-have-transformational-leadership-qualities/#37e83ad21117. Accessed June 29, 2019.





















#7. Demonstrating personal INTEGRITY

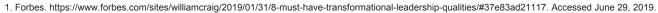


1. Forbes. https://www.forbes.com/sites/williamcraig/2019/01/31/8-must-have-transformational-leadership-qualities/#37e83ad21117. Accessed June 29, 2019.





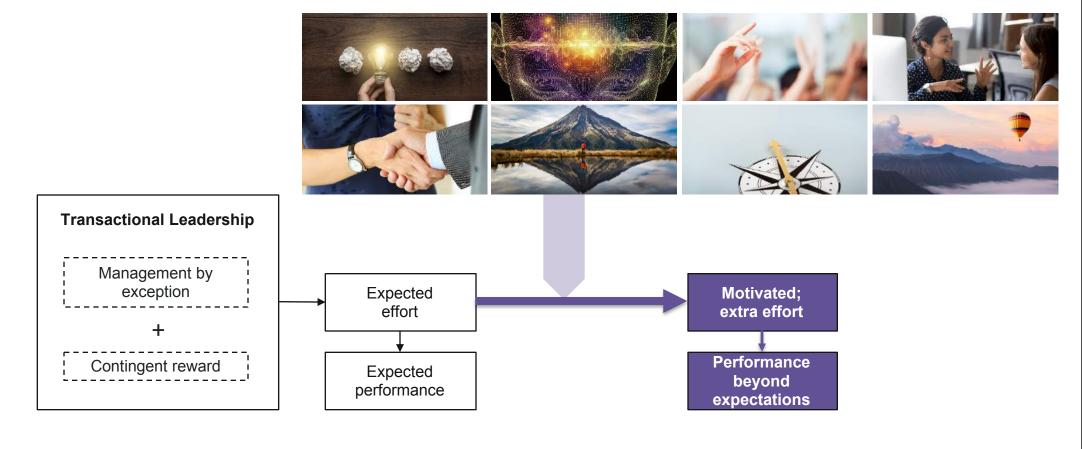








Relationship Between Transactional and Transformational^{1,2}



"Opt for transformational leadership instead of transactional leadership" 3

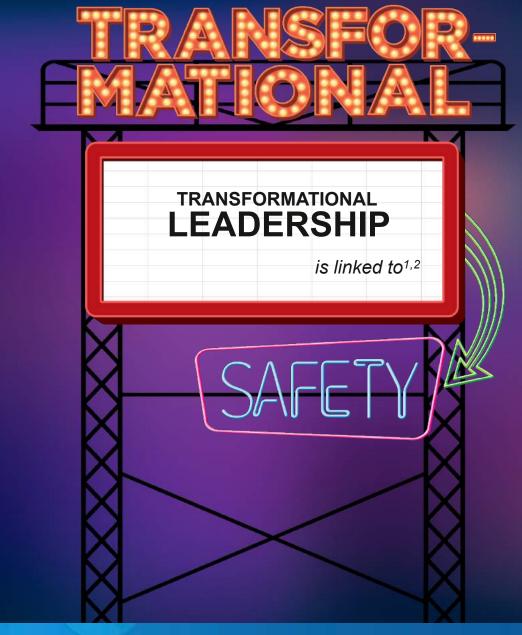
1. Flin R, Yule S. Qual Saf Health Care. 2004;13:ii45-ii51. 2. Management Study Guide. https://managementstudyguide.com/transformational-leadership.htm. Accessed June 27, 2019. 3. AMA. https://www.ama-assn.org/practice-management/payment-delivery-models/4-tips-be-better-physician-team-leader. Accessed July 1, 2019.





Transformational leaders:

- Provide a sense of purpose that is clear and energizing
- Are role models for ethical conduct
- Display strong commitment to safety, safety practices and procedures, and placing safety as top priority
- Have been directly linked to employees' perception of a strong safety climate



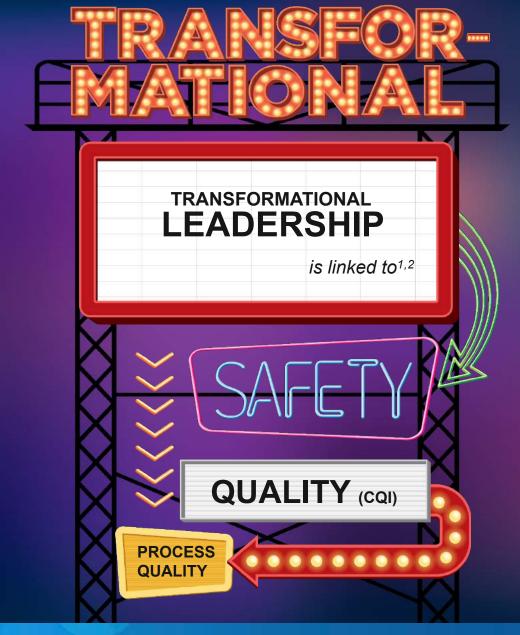






Transformational leadership:

- Fosters organizational change needed for implementing quality initiatives
- Has a direct relationship to implementing quality (CQI) initiatives that are positively associated with improved process quality





- 1. McFadden KL, Stock GN, Gowen CR. Health Care Manage Rev. 2015;40:24-34.
- 2. Sfantou DF, et al. Healthcare, 2017;5,73; doi:10.3390/healthcare5040073.









THANK YOU FOR PARTICIPATING!





PHARMACEUTICAL COMPANIES OF Johnson