

Meredith Wagner, PhD, RDN, LRD, LD, FAND

Negotiating Your Worth: Empowering Nutrition and Dietetics Professionals to Advocate for Competitive Salaries

Bio:

Dr. Meredith Wagner is an Associate Professor and Chair of the Department of Nutrition, Dietetics and Exercise Science at Concordia College in Moorhead, Minnesota. She is also Director of the Combined Dietetic Internship and Master of Science in Nutrition at Concordia. Dr. Wagner is a licensed, registered dietitian nutritionist and is recognized as a Fellow of the Academy of Nutrition and Dietetics. She is certified as an Entrepreneurial Mindset Facilitator through the Entrepreneurial Learning Initiative. Dr. Wagner graduated with a Bachelor of Arts in Food, Nutrition and Dietetics from Concordia College, and completed the combined Dietetic Internship and Master of Science in Nutrition at Kent State University. She then worked as a clinical dietitian before moving into management and consulting work. Dr. Wagner completed her doctorate at North Dakota State University and then taught in the Coordinated Program in Dietetics at the University of North Dakota prior to joining the faculty at Concordia College in 2013.

Description of Presentation:

The ability to negotiate salary is a key skill needed to support nutrition and dietetics professionals as they seek out and obtain employment to ensure they are appropriately compensated for the value they add to the employer. Repeatedly, data indicate that nutrition and dietetics professionals are not being appropriately compensated, likely due to them lacking negotiation skills. Attendees will learn five key principles involved in salary negotiations, practice applying the principles using a real-world case study, and be provided with credible resources pertaining to salary negotiation to reference as they prepare for future salary negotiations.

Learning Objectives:

1. List and define five essential concepts associated with salary negotiation
2. Apply principles of salary negotiation to successfully complete a real-world case study
3. Identify three evidence-based resources focused on salary negotiation