

Networking at Conferences

Date:	Thursday, April 19th, 2018, 9.30 am-5.30 pm
Registration deadline:	April 5th, 2018
Room:	will be announced via E-Mail
Trainer:	John Kluempers, Ph.D., communication & presentation coaching, Bonn
Course number:	2018/08_GA
Course language:	English

Conferences and workshops give researchers ample opportunities to present their work – and themselves. Communication in professional forums is often decisive for future career options.

This workshop helps participants to meet people with an attitude that is both adequate and self-confident, in informal situations („socials“) as well as in academic discussion settings.

Participants can improve their networking and small talk skills by activating communication tools that made them successful as an academic. Starting with the first steps of initiating small talk, deciding when “bigger” talk can begin, and following up, they then will feel safer and be able to enjoy the occasion as they build up their professional networks.

After the workshop, they will be able to plan professional gatherings in advance and feel more comfortable in the social setting of their academic community. Most importantly, participants will be able to set their own goals and to develop concrete strategies to achieve them.

Desired results:

- To identify players, roles, and goals at conferences
- To derive and develop your individual networking strategies (personal questionnaire)
- To learn to start, develop, and end conversations
- To overcome specific hurdles to approach decision makers
- To learn to express differences of opinion appropriately and professionally

After the workshop, participants are able to plan professional gatherings in advance and feel more comfortable in the social setting of their academic community. Most importantly, they are able to set their own goals and to develop concrete strategies of achieving them.

You have to register via the website of the Graduate Academy. Once the Graduate Academy confirms the registration, it is binding. The invoice for the workshop fee (30, – Euro) will be sent to you by post and has to be paid no later than two weeks after the end of the workshop. The terms and conditions listed on the website are valid.