

Finding Connections: Building a Network for Career and Collaborations

Date:	Friday, February 23, 2018, 3 - 7pm and Saturday, February 24, 2018, 8:30am - 4:00pm
Registration Deadline:	February 13, 2018
Room:	will be announced by email
Trainer:	Rob Thompson, RTTA, Frankfurt
Course Number:	2018/05_GA
Course Language:	English

Like it or not, the world works on personal connections and you need to be able to form those connections easily. This workshop will provide you with the tools to effectively make new connections to help you find collaboration partners, information and even jobs. Although people instinctively know that personal connections make a difference in many things, "networking" is often seen as 'cheating' in some way.

This workshop will teach you open, honest and easy methods to help bring the correct people together and so help everyone (including yourself) in the process.

The methods taught will allow you to:

- Make a high impact on potential collaboration partners or employers making them more likely to want to work with you.
- Reliably find an institute or group that is right for you to collaborate with
- Access the hidden job market of unadvertised positions when job hunting
- Persuade groups and individuals to accept the merits of your ideas
- Become the "preferred candidate" or even have positions created specifically for you.
- Gather the information needed to aid the job hunt and salary negotiations
- Gather the information needed to help you plan your ideal career
- Actively manage the progress of your search for people to work with
- Give yourself the edge over others who use the more usual methods of contacting people
- Job hunt in a way that is interesting and not demoralising

Workshop Style:

The workshop draws on the personal experience of all participants as well as that of the trainer; the agenda of the workshop is flexible and set by the attendees thereby ensuring that the training is specific for and relevant to the participants' individual needs. The workshop will be a structured discussion forum to facilitate ideas and develop strategies.

The workshop will be very interactive. Expect to be asked lots of questions, expect to be challenged, expect to participate!

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 (40, – 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.