Contact Strategies for Conferences

Objective

Connecting with persons from both inside and outside the academic context is important. Contacts facilitate joint projects and more than often fuel career options. This workshop is designed to help participants to improve their contact skills.

Description

Even self-confident persons often feel insecure when having to connect to strangers and to stay in touch after a conference. Due to status issues, it seems to be even more stressful to approach high-ranking professionals.

This workshop helps:
Participants will develop personal strategies to build and maintain professional contacts – and to feel safer and more comfortable in the process.

They will learn:

- To look into and beyond “status games”
- To derive and develop their individual networking strategies
- To start, develop and end conversations with different communication partners and different challenges
- To overcome specific hurdles to approach decision makers
- To find ways to stay in touch with interesting persons

After the workshop, participants will have improved their ability to approach members of their academic community. Most importantly, they will be able to set goals for personal contact management and to develop concrete strategies of achieving them.

Methodology

Individual, partner and group work as well as plenary discussions

Organizational Information

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<thead>
<tr>
<th>Language</th>
<th>English</th>
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<tbody>
<tr>
<td>Target group</td>
<td>Doctoral Candidates at all stages and Postdocs from all faculties</td>
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<tr>
<td>Date</td>
<td>Tuesday, 7 November 2017, 9:00–17:00</td>
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<td>Registration</td>
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