Hello Industry!

**Objective**
The lecture portions of the course are focused on conveying information about the industry working environment that is typically not well known to people working in an academic research environment - information about how companies operate and habits that bring success in this very different environment. These principles are supported with many stories from more than two decades of experience the trainer has gathered over his own career. Furthermore, we want to enable participants to take a critical view on their contact points with industry.
The course will enable them to:
1. know what they’ll sign up for when entering an industry career;
2. know about the success factors in such a career;
3. know how to successfully start an industry career (get to know employers, score a job, work effectively in their job),
4. find out whether an industry career is a good option for them.

**Description**
So, you’ve decided to head out into the private sector to ‘turn science into things people need.’ Excellent choice! While the private sector is a very exciting and dynamic environment that is full of rewarding career options for scientists, it is also very different than the career path we were trained for. You will need to develop new work habits and learn some new tools to be successful. This course will give you a head start.
Course content: How is industry different than academia?, Finance- the language of business, Projects in Industry, Telling Better Stories with the Same Facts, Working with Sales, Designing your Career in the Private Sector, How to prepare now, Teams - Getting Help from Others

**Methodology**
The workshop is highly interactive, mostly based on lectures, discussions and interactive exercises. We aim to bring together the skills and experiences the trainer has gathered in academic and industrial settings. Among others, we’ll use the following methods: Presentation phases with stories to illustrate key points, interactive discussions, worksheets for self-reflection, case studies from the trainer as well as from the participants, experience-oriented game-like activities to elaborate on general principles used in the work as junior group leader, practically oriented activities and scenarios, development of concepts in plenary, e.g on flipchart, and individual or small group work (exercises) of the participants and presentation in plenary.

**Organizational Information**

<table>
<thead>
<tr>
<th>Language</th>
<th>English</th>
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<tbody>
<tr>
<td>Target group</td>
<td>Advanced Doctoral Candidates and Postdocs from all faculties</td>
</tr>
<tr>
<td>Date</td>
<td>Tuesday, 18 June 2019, 9:00 – 17:30</td>
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<tr>
<td>Registration</td>
<td><a href="#">For registration click here</a></td>
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