

## Strategic Networking – Building a Network for Career, Collaborations and Conferences

### Trainer



#### Robert Thompson

RTTA – soft skills for real results, Frankfurt

Has been leading people-management workshops for over 15 years in academic as well as in business environments.

### Objective

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.

### Description

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 making them more likely to work with you;
- gather the information needed to help you plan your ideal career;
- reliably find an institute or group that is right for you to collaborate with;
- 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;
- persuade groups and individuals to accept the merits of your ideas;
- solve problems in a truly collaborative way.

### Methodology

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.

### Organizational Information

Language	English
Target group	Doctoral Candidates at all stages and Postdocs from all faculties
Date	Wednesday, 12 June 2019, 9:00 – 17:00
Registration	<a href="#">For registration click here</a>