

Contact Strategies for Conferences

Trainer



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- Certified coach
- Author and speaker with a professional focus on academic communication, network building and introverted communication
- Owner of textATRIUM and IntrosExtros, Bonn
- Best-selling author, books released in 30 languages
- Experience: Deputy Director of DAAD Office in Tokyo, Head of Board Office, Head of Section for Strategic Planning and Program Development, Press Officer
- Teaching and research experience at German and Japanese universities

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 online 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. It seems to be even more stressful to approach high-ranking professionals.

In this online workshop, participants will develop personal strategies to build and maintain professional contacts – and to feel safe and comfortable in the process.

Content:

- Look into and beyond "status games"
- Derive and develop your individual networking strategies
- Start, develop and end conversations with different communication partners and different challenges
- Overcome specific hurdles to approach decision makers
- 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. 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 online discussions

Organizational Information

Language	English
Target group	Doctoral Candidates at all stages and Postdocs from all faculties
Date	Wednesday-Thursday, 1-2 December 2021, 9:00 – 12:45
Registration	For registration click here

