Personality-Based Communication for Academics - How Introverts and Extroverts Get the Most Out of Their Individual Strengths

**Objective**

To communicate successfully on the basis of personal preferences and the needs of communication partners.

**Description**

Although introversion and extroversion are well known and widely used in personality tests, there is no training that helps academics to apply these attributes to their professional communication. Introverted and extroverted persons, however, have very different ways of communicating. In academic settings, both personality types face their own challenges:

*Introverted* persons may feel stress in situations such as presentations in front of larger groups, or in difficult discussion and negotiation settings.

*Extroverts*, on the other hand, may face disadvantages as their communication partners may wrongly assume superficial or "unacademic" attitudes.

This workshop helps young scientists
- to understand their individual advantages as introverts or extroverts and
- to cope with specific communication challenges that come with their personality type.

After the workshop, participants know more about their individual strengths and challenges and are able to apply them in professional situations. They will also be able to identify their communication partners as introverts or extroverts and adjust their communication style accordingly.

**Methodology**

During the training, introverts and extroverts form two teams and solve three academic communication case studies. They discuss their own approaches with the other team and find out about advantages and disadvantages in their own strategies.

**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-Wednesday, 30 June - 1 July 2020, 9:00 – 17:00</td>
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<td>Registration</td>
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