

Workshop

Networking for Young Scientists

Organizational details

Instructor: *Dr Dirk Palm*
Date: November 8, 2017, 9.00 – 16.30 h
Location: **GGL seminar room nr. 24, Leihgesterner Weg 52, Giessen**
ECTS: -

Objectives

This workshop is intended to make you aware of interpersonal competencies that you might need in your team right now and that will become more and more important as you progress in your career.

For everyone working at academic institutions, it is crucial to manage relations to others inside the institution and outside. Networking and relationship marketing are key factors of success for young and established scientists alike. This seminar provides information on how to use your interests and abilities in relations with others. The seminar will discuss existing networking structures as well as the possibilities of establishing your own formal or informal network. A practical exercise on presenting yourself in less than one minute, the so-called “elevator pitch” will conclude the seminar day.

Content & Methods

The topics dealt with in this course will include:

1. Who am I? Analyzing yourself and building the basis for a successful relationship marketing
 - What are my professional interests?
 - What are my personal interests?
 - What personal contexts do I prefer?
2. Presenting yourself
 - How can I communicate the essence of my personality?
 - “Marketing tools” for yourself
 - How can I find suitable networks?
 - How much time do I need to invest?
3. “Givers gain” – some basic rules for establishing functional professional relationships
 - Every network depends on the energy you put in
 - “Networking is like sowing and harvesting, not like hunting”
 - Discipline and networking
 - “Find your master” – permanent self-reflection and training
4. Possibilities of marketing yourself
 - Open discussion focused on the profiles of seminar participants
5. Practical exercise on the “elevator pitch”
 - What of me is really important for whom?
 - Every seminar participant will introduce himself/herself in 60 seconds

Target group & Course Language

Target Group: Doctoral Candidates and Postdocs

Course language: English

Registration

By **October 23, 2017** via e-mail at info@ggs.uni-giessen.de