

Workshop

## Develop your negotiating skills

### Organizational details

Instructor: Dr Dirk Palm

Date: November 7, 2017, 09.00 – 16.30 h

Location: GGL Seminar room 24, Leihgesterner Weg 24

ECTS: –

### Objectives

Academic work often contains more than pure research. There are many situations when you will have to find funding for your research or correspond with other institutions. For this, it is very important, that you are able to have a strong position and defend your interests while staying diplomatic in the interaction with others. For training your negotiation skills, we will invite Dr. Dirk Palm to speak about how to **develop your negotiating skills**.

When people have different interests and need to find a solution everyone can agree on, they need to negotiate. For instance, scientist need to negotiate for successful collaborations, sufficient budget or for time to use a highly demanded piece of equipment. Negotiation is nothing more than a conversation about interests and positions with the target of finding a solution, which is favorable for the negotiating parties.

### Content & Methods

#### The Harvard concept

- Prerequisites
- Facts-oriented negotiation
- Dealing with unacceptable demands
- Subject matter and Meta level

#### Negotiation basics

- Building trust
- Body language
- Asking questions

#### Negotiating different topics

- Negotiation psychology
- Negotiation attitudes

#### Cultural specifics

- Discussion of Do's and Don'ts in intercultural negotiation
- Practical exercises based on participants' experiences

### **Target Group & Course Language**

Target Group: Doctoral candidates and Postdocs

Course Language: English

### **Registration**

By **October 22, 2017** via e-mail to [info@ggs.uni-giessen.de](mailto:info@ggs.uni-giessen.de).