Deborah Ruggieri

*Listen to me! Communicate to persuade*

**Date & Time:** Friday, July 12, 2019, 9:00 am – 4:00 pm  
**Venue:** Johann v. Neumann-Haus, Humboldt-Kabinett,  
Rudower Chaussee 25, 12489 Berlin (1st floor)  
**Target group:** female PhD students and postdocs  
**Maximum number of participants:** 12

Development as a successful researcher involves more than building research profiles and skills. Communication and interpersonal skills are progressively a key factor for a successful career development. In particular, the ability to convey your skills, personal attributes and experiences through effective communication can be crucial for your researcher’s career. Furthermore the knowledge about „power“ or „status games“ could lead to a broader view and bigger toolset of communication skills. Through this training, participants will develop a precise idea of their own personal communication skills and abilities. They will be enabled to develop a more authentic way of representing their scientific work in a confident way. Thus, the content and results of their presentation can be promoted with much higher self-confidence.

**Content**
- Get to know you & warm up session  
- Positional discussion on the power of persuasion  
- Professional communication: which role do verbal and non-verbal elements play for an effective transfer of self-promotion  
- status and power games in communication  
- Input contextual communication/stereotypes  
- Free Speech/ speaking-thinking exercises, elevator pitch

**About the trainer**
Deborah Ruggieri is a trainer and certified business coach with a focus on career development, leadership, gender and communication skills in successful conversation. She also has professional experience in leading teams of up to 70 employees, and since 2010, she has been working as a freelance trainer, coach and researcher. She is an expert for power talk, leadership, conducted negotiation, mentoring-processes and persuasive communication skills. In addition, she works in the scientific field of international economics and financial market policy, and renewable energy from a gender perspective.  

(https://www.deborah-ruggieri.de/)

Please register until July 1, 2019 by e-mail to: petra.metz@hu-berlin.de

This workshop is conducted as part of WINS training//  
for further information visit: https://hu-berlin.de/wins