



14 February 2023, 10:00-17:00

Venue: Humboldt-Kabinett

Workshop

Jane Bormeister

Negotiating successfully

We are always negotiating: Nowhere can so much be lost or won as in negotiations. The rails of negotiation - comparable to the game of chess - can be analyzed, predicted and influenced to a high degree at all levels.

But how does the game work in science? What strategies, techniques and tactics are practiced? What are the pitfalls we have to be prepared for?

How negotiation works, which basic strategies, basic techniques and basic tactics are there to build profitable long-term relationships - that's what we'll try out in this webinar.

Content

Part 1

- What can negotiation do: What really works? What can be influenced? What is convincing?
- Prerequisites for a successful negotiation
- Negotiation analysis
- Basics of negotiation
- Conducting negotiations: Simulation - role plays - case studies
 - The ambience
 - Starting phase: Appearance and opening
 - Exploratory phase: Determining positions, sounding out positions
 - Decision phase: argumentation, presentation, objection, haggling
 - Result phase: formulating and summarizing, compromise and fixing
 - Conclusion phase: closing words and outlook
- Result: the negotiation framework

Part 2

- Tactics and techniques in negotiation: the moves of negotiation
 - Your techniques in the opening
 - Your techniques in the midfield
 - Your techniques to finish
- Typical situations
- Your tricks of the trade

About the trainer

Dr. Jane Bormeister, a rhetoric coach and health professional in complimentary medicine, will teach you the art of rhetoric, strategies & techniques. She will train your body-voice-presence and emotional composure in demanding speaking situations.

You will feel more self-confident, have a better standing and be able to bring more content across! (www.janebormeister.de)

The event is aimed at female PhD students and postdoctoral researchers, max. 12 participants.

Venue: Johann von Neumann-Haus (Department of Computer Science), Humboldt-Kabinett, Rudower Chaussee 25, 12489 Berlin, 1st Floor, between Haus 3 and 4

Please register by mail until 6 February: petra.metz@hu-berlin.de