Success Strategies of Networking and Acquisition
*The Art of Creative and Effective Networking*

Date & Time: Tuesday, 23 January 2018, 9:00 am – 5 pm  
Venue: Johann von Neumann-Haus, Humboldt-Kabinett, Rudower Chaussee 25, 12489 Berlin  
Target group: doctoral candidates and postdocs  
Trainer: Svenja Neupert  
Maximum number of participants: 12

To build a well-functioning network is a vital component in planning a science career. Many highly qualified scientists have taken a route to build their career that has been arduous and lonely. This module explores methods of easier career development, by the strategic use of networking. Whether planning a career in the scientific or commercial world the need for self-financing projects is increasingly important. This seminar provides an overview of the structure of networking – the strengths and weaknesses of working in networks and allows for an opportunity to optimise your own networking activity and strategies for acquisition.

Format
1-day block workshop

Content
- The purpose of a network  
- Construction and maintenance of a co-operation network (or research group)  
- Strategic co-operation within the scientific community (universities and non-university research institutions), businesses and organizations  
- Gender specificity in the network formation  
- Typical problems in networks  
- Use of online and face-to-face networks  
- Formal and informal networks in the scientific community  
- Overview of funding and external funding  
- Fundamentals of successful acquisition

About the trainer
Svenja Neupert, a speaker, coach, trainer and organisational consultant, is an expert on Future Leadership. For 24 years, she has worked closely with clients from the national and international corporations and from university and research area. Svenja Neupert will help you to discover unconventional approaches to your thinking and coach you to follow your talents. She believes that everyone can realize their unique potential in business life and have fun and fulfilment at work (www.kompetenzia-international.com/).

Please register until January 15, 2018 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/wins