

Thursday, 10 December 2020, 9am – 4pm

Remote workshop

Deborah Ruggieri

Communicate to persuade! Sovereignty through skillful negotiation

As a successful researcher it is important to develop your communication and interpersonal skills alongside your research profile. In particular, the ability to convey your skills through effective communication can be crucial for your career as a researcher. Furthermore, knowledge about “power” and “status games” can lead to a broader point of view and a larger set of negotiation and 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 presenting their scientific work, enabling them to promote the content and results of their presentations with much higher self-confidence.

Content:

Negotiation tools, interactive group work, elements of improvisation, feedback sessions, theoretical interactive inputs, argumentation/negotiation techniques, role play

Target group: female PhD students and postdocs

Maximum number of participants: 12

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. (<http://www.deborah-ruggieri.de/>)

Registration deadline: 30 November 2020: petra.metz@hu-berlin.de