Deborah Ruggieri

**Communicate to persuade!**

*The power of professional negotiation*

**Date & Time:** Tuesday, June 19, 2018, 9:00 am – 5:00 pm  
**Venue:** Johann von Neumann-Haus, Humboldt-Kabinett, Rudower Chaussee 25, 12489 Berlin  
**Target group:** doctoral candidates and postdocs  
**Maximum number of participants:** 12

How can I negotiate successfully? Which tools are available? What is a win-win situation and how can I negotiate based on Harvard Method?

Negotiation is increasingly part of professional life including scientific areas. Professional negotiation skills are more and more essential for a forthcoming in a scientific career. There exist different types of negotiation and also partners. In order to negotiate appropriately you have to be able to identify different aspects of negotiation and how to handle them. Through this training, we offer an introduction to negotiation and furthermore in the Harvard Method which helps substantially to experiment with different techniques of communication. This training is up to discuss those questions. The participants are being invited to extend their negotiation skills in respect of their professional development. This training will improve their negotiation tactics in order to convince their partners by different techniques in conversation.

**Format**  
1-day block workshop

**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/](http://www.deborah-ruggieri.de/))

Please register until June 5, 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.de/wins