

Convincing & debating

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| Topic area: | Science communication |
| Format: | Online or in-house workshop |
| Workload: | 4 webinars of 2-2.5 h each = 2 workshop days |
| Trainer: | Karin Bodewits or Philipp Gramlich |
| Target group: | PhD students and postdocs |



Scientists are often in a situation where they need to discuss their findings or their need for extra funding or resources with other members of the scientific community or with the general public. Therefore, the ability to express yourself concisely and clearly, using strong arguments, is of utmost importance.

This interactive seminar with real-life scenarios, public speaking exercises, argumentation examples and debates will help participants successfully engage in various interactions with other scientists and non-scientists. Your Q&A sessions will never be the same again. You will disarm other people's arguments against you now that you can look behind their facade. And last but not least, you will win on paper (e.g. research- and grant- proposals)! You will convince your boss to buy this fantastic Mass Spec.

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| <p>Public speaking</p> <ul style="list-style-type: none"> - Fear of public speaking - Establish contact - Different group sizes - Stylistic figures | <p>Argumentation strategies</p> <ul style="list-style-type: none"> - The right argument for the right audience and setting - Scientific proof vs. understandable analogy: get more versatile |
| <p>Structuring your argumentation</p> <ul style="list-style-type: none"> - Structures for adversarial and neutral audiences - Addressing the 'opponent' or a third party | <p>Interactions</p> <ul style="list-style-type: none"> - Learn to challenge the argument - Reply to challenges and even attacks |

*This course can be combined with the courses "Negotiation" and "Oral presentation" to give the integrated 4-day programme "**Argumentation and presentation**".*

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