

Convincing & debating

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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Public speaking - Fear of public speaking - Establish contact - Different group sizes - Stylistic figures	Argumentation strategies - The right argument for the right audience and setting - Scientific proof vs. understandable analogy: get more versatile
Structuring your argumentation - Structures for adversarial and neutral audiences - Addressing the 'opponent' or a third party	Interactions - 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"**.*