

Convincing & debating

Duration:	2 days
Course type:	10% theory, 90% practical examples
Trainers:	Karin Bodewits and/ or Philipp Gramlich
Number of participants:	6-14
<i>This seminar is for mixed audiences.</i>	



Scientists are often in the situation that they need to discuss their scientific findings or their need for extra funding or resources with other members of the scientific community or with the general public. The ability of expressing yourself in a concise and clear manner, using strong arguments, is therefore of utmost importance.

This interactive seminar with role-playing, public speaking exercises, argumentation examples, and debates, will help scientists to successfully engage during a wide variety of interactions with other scientists and non-scientists. Your question and answer sessions will never be the same again. You will convince your boss to buy this fantastic Mass Spec. You will disarm other people's arguments against you as you can look behind their facade. And last but not least, you will win on paper (e. g. research- and grant- proposals)!

- *All ATP-XX seminars can be given in German or English.*
- *All ATP-XX seminars will be fully customised to the wishes and needs of the particular customer.*

<p>Public speaking</p> <ul style="list-style-type: none"> - Fear of (public) speaking - Resistance - Feedback, eye contact, group size - Normalisation 	<p>Policy statements</p> <ul style="list-style-type: none"> - How to convince that the current policy MUST change! - Interpretation & differentiation - Problem, cause(s), plan, solutions, consequences, conclusions
<p>Structuring your argumentation</p> <ul style="list-style-type: none"> - Head, body, tail - 3 is it! - Style figures (drag the attention) 	<p>Targeting the audience</p> <ul style="list-style-type: none"> - Ad ethos - Ad pathos
<p>Debating</p> <ul style="list-style-type: none"> - What is debating? - How to use debating skills in your professional life? - Good arguments & fallacies 	

Variations: Practice makes perfect, and there is always more to learn. Therefore (on request), this course can be expanded by 1 or more extra days.

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