

Negotiation

Duration:	Equivalent of 1-1.5 workshop days, spread over one week. This course includes two to three live webinar sessions
Optional extra:	Individual feedback by the course instructor
Trainers:	Philipp Gramlich
Target group:	PhD students, postdocs and group leaders



Negotiations are a crucial success factor for all types of careers, no matter if we negotiate about salary, contracts, working conditions or when trying to solve a conflict. Some people are afraid of negotiations or dislike them for fear of having to be sleazy in order to 'win'.

Don't worry, in this course, you'll learn to use negotiation principles, which will further your relationships. They will help you to be assertive without using elbow and which are applicable in a very broad range of situations.

In this course you will learn...

- Harvard Principles in real life
- Applying these principles to tricky cases
- 'Simple' case: Salary negotiations
- Analyse own cases (negotiations, conflicts) using these principles

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Course flow

Day 1	Day 2 - 4	Day 5	Optional
Live webinar - Course introduction - Harvard Principles - Case: Salary negotiations	The participants work through the materials, assignments and their personal case study at their own speed. The instructor provides feedback.	Live webinar - Analyse and discuss tricky cases - Debriefing - Feedback	Participants prepare for a negotiation and receive individual feedback from the course instructor

About making notes during the course

All participants receive a script of the course in PDF format for offline and future use so that they can work through the material offline as well as after the course.

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