

Workshop: Networking for researches persuing (international) career in science, industry and politics

Date: Mon–Tue, 2–3 December 2019
Time: 9:30–17:30 h each day
Place: Ruhr-Universität Bochum, RUB Research School, FNO 01/135, Universitätsstr. 150, 44801 Bochum

Target group: Postdoctoral researchers
Trainer: Dr. (Rus) Michael Finkelstein

Register by 18 November 2019: <http://www.research-school.rub.de/index.php?id=3040>
(max. 12 participants)

Course description

This course is intended for university graduates who plan to build up, enhance and rocket their career in science, industry and politics. The particular aim is:

- To learn who are the key stakeholders and influencers in the field.
- To devise strategy of networking.
- To utilize the implementation places and achieve results.
- The general aim of the course is:
- To understand how professional networking works.
- To learn the methodology and instruments of networking.
- To learn and train professional small talk.
- To understand how you build up a personal “brand” and what tools you need.
- To understand how you achieve results with minimal investment of time and effort.

Contents:

- Presenting Oneself.
- Building-up Personal Brand: Ready to Go.
- Formulating the Strategy.
- Contacting the Key Influencers.
- Keeping the Contact.
- Using Social Media.
- Small Talk Training.
- Wrap-up/ Implementing the Strategy.

Trainer

Dr. (Rus) Michael Finkelstein is a professional trainer and coach in management and communication, as well as a consultant in strategy and innovation, and possessing a strong academic background, Michael offers a wide range of trainings for business, administration and academic world. Possing international experience in business and academic projects on 4 continents and 26 countries, Michael focuses his efforts in developing people and organisations and making them more efficient, performance-driven, successful and happy.