

## Workshop: The Appointment Procedure – Module 4: Interview and Negotiations

**Date:** Fri, 28 March 2025, 09:30–12:30 h  
**Location:** online via Zoom  
**Target group:** Postdocs of all research fields of the UA Ruhr universities  
(max. 12 participants)  
**Trainer:** Dr. Matthias Schwarzkopf  
**Registration deadline:** 14 March 2025

 Please register at: <https://eveeno.com/343500276>

### Description

The workshop provides basic knowledge for discussions with an appointment committee and appointment negotiations:

- The interview with the committee: typical questions and challenges, good answers
- We practise 1-2 rounds of an interview in the workshop.
- The appointment negotiation: how does it work, what do I need to prepare
- Negotiation strategies
- Negotiating evaluation criteria for the tenure-track professorship

### Trainer

**Dr. Matthias Schwarzkopf** was responsible for appointment procedures at the University of Jena for several years. He is supporting researchers for many years as a trainer and coach on the topic of appointments.