

Power Games and Constructive Rhetoric for Female Scientists

Date: Thursday, September 06, 2018, 9 a.m. - 5 p.m.

Location: Topoi-Haus Dahlem, Lecture Hall
Hittorfstraße 18, 14195 Berlin

Trainer: Liane Dannenberg-Schütte

9:00 – 11:00	Welcome and introductions <i>Impulse talks and small group exercises:</i> Micro-politics and exercise of power, legitimate and illegitimate influence, how to win influence within the group Psychodynamics in social situations, the TA model and OK positions in verbal expressions and body language
11:00 – 11:15	Break
11:15 – 12:30	<i>Impulse talks and small group exercises:</i> Rhetorical elements for pro-active conversations: female and male patterns in communication, how to argue, active listening, and how to lead by asking questions
12:30 – 1:30	Catered lunch at Topoi-Haus
1:30 – 3:00	<i>Impulse talks and small group exercises:</i> Tools to deal with difficult situations: How to cope with killer phrases, the HAIFA and the SEKT model, repartee and objection handling
3:00 – 3:15	Break
3:15 – 5:00	Committee meeting simulation and feedback Transfer: Insights and concrete next steps



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