

The Cluster of Excellence NeuroCure is pleased to announce the following seminar in cooperation with Clusters of the FU, HU and TU.

### **Power Games and Constructive Rhetoric for Female Scientists**

The aim of this one-day seminar is to empower early career female scientists with techniques to strengthen their rhetorical skills, improve their ability to professionally deal with provocations, and achieve greater influence through the pro-active design of conversation situations.

This training is open to all early career female scientists who would like to improve their rhetorical skills, their ability to stay calm in challenging situations, and their influence in group discussions.

[Trainer Liane Dannenberg-Schütte](#) will guide participants through a day of impulse talks, self-reflection using checklists, small group exercises, and a simulated committee meeting followed by a structured evaluation. Topics will include:

- 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
- Rhetorical elements for pro-active conversations: Female and male patterns in communication, how to argue, active listening, and how to lead by asking questions
- Tools to deal with difficult situations: How to cope with killer phrases, the HAIFA and the SEKT model, repartee and objection handling

**Thursday, September 06, 2018, 9 a.m. - 5 p.m. (catered lunch included)**

Topoi-Haus Dahlem

Hittorfstraße 18

14195 Berlin

Lecture Hall (Hörsaal, ground floor)

Participants: max. 12

Note: *This seminar will take place in English.*

To **register**, please contact [kimberly.mason@charite.de](mailto:kimberly.mason@charite.de) **by July 15.**

