

PRBB Intervals Course Proposal

Course Title

Negotiating with confidence, inside or outside science

Proposed date(s)

11-13 May 2021

Edition 1: Morning sessions

Edition 2: Afternoon sessions

See webpage for more information about time.

Course Language

English

Course Leader(s) and very brief summary of relevant qualifications and experience (no more than 2 lines for each trainer)

Eric May, Media Consultant – an Emmy Award winner, Eric has helped thousands of people around the world express ideas more effectively to target audiences; he established a worldwide consulting practice after 20 years of corporate employment. Eric has been working with Intervals since 2008.

Rationale for course (why is this course of interest for the PRBB staff?)

Success inside and outside science is measured in results, but what are the specific strategies to get there? A self-confident attitude seems essential, but how to realistically build self-worth if it doesn't come naturally? And what is the connection between your own self-confidence in building trust with others? How can understanding key negotiation skills help participants face a challenge, achieve an aspiration, or help you get better results at work, perhaps beyond your own expectations?

Course aim - general

Participants will get practical techniques to build their sense of professional self-worth inside and outside science, identify key characteristics of building trust and methods for effective communication in different mediums, get techniques methods for effective negotiation to be more effective and get better results at work.

Specific learning outcomes (what new skills, knowledge &/or attitudes will participants to take away from the course?)

The course will give participants tools to build their sense of self worth, recognize their achievements more readily, understand what skills they can offer and get techniques to build trust both inside and outside science; participants will also get practical methods to identify characteristics of effective negotiating techniques and get key principles of negotiation to enhance results and professional achievement.

Course contents (outline of topics to be covered):

1. Understanding your value: building confidence in professional settings
 - *Begins with a group discussion about how we all can feel ill at ease or less confident in certain situations, followed by a series of practical exercises giving methods to express your value clearly, understandably and politely to others.*

2. Techniques for building trust with anyone

- *Get techniques for building trust with potential negotiating partners, including making an effort to learn something about them before the initial meeting, making them a "partner" in your goals, being clear about them and willingness to answer any and all questions easily*

3. Negotiation practice

- *In "live" online settings and in recorded negotiating sessions, participants get practical experience in "asking" for something and "being asked." Results are reviewed by entire group to identify patterns of effective negotiation.*

4. Handling rejection with confidence

- *Gives methods to help participants handle rejection more confidently including how to tell if a no is final, how to put rejection in perspective and how reasonable persistence can change initial outcomes.*

5. Effective negotiation: what works

- *Reviewing the results of the practical exercises and negotiation practice during the course, identifying techniques and methods for getting better results in negotiation.*

Training methods

Intensive and interactive; principles and practical exercises based on the participants' own work

Target group in PRBB (Senior scientists, postdocs, predocs, management/admin staff, all residents)

All PRBB

Number of participants (maximum)

6 participants per edition

Total course hours (Please specify: a) direct training with instructor present b) required self-study.

Note: only the direct training hours will be included in the post-course certificate.

Distribution of course (hours/days)

3 online sessions over three days

Pre-course preparation and/or between sessions?

Prerequisite: Participants come with a current problem, challenge or aspiration or one they would like to address

Material participants need to bring (laptops, etc...)

Specific examples of their research

Relevant background reading/ audiovisual/websites or other materials

None