

Negotiation and Conflict Resolution in Science

As you progress in our careers, your jobs will increasingly require negotiation skills. The way that you decide to interact with others will determine the quality of your collaborations, but also your job satisfaction.

Negotiation skills are always in high demand; they apply to all aspects of communication, in and outside of the workplace.

This course will help you recognize and improve your use of influence and persuasion. You will sharpen our negotiation skills by learning to assess positions and leverage power without damaging long-term communication. You will look into common complaints that have been known to slow the progress of your work, and train in possible workplace scenarios.

The aim of this course is to reduce possible frustration and to improve your work efficiency by reducing or resolving conflicts and avoiding miscommunications. Offline course work will include a reflection on your own communication style. Together the group will work to reach a higher collaborative potential and smoother academic experiences.

Methods

Training in conflict management, bargaining exercises, principled negotiation, identifying communication styles, persuasion.

Notice

This workshop will be held in English and online. There will be two groups (either; 9:00-11:00 on both days, or: 11:15-13:15 on both days - the time slot can be chosen in StudIP)

Course format

Participants will have access to online material one week before the first day of the online workshop. The group will discuss key concepts and assignments issued in the video material, so it needs to be watched beforehand.

There will be additional video material and assignments (for trying techniques learned in the workshop and sharing participants experiences) which will have to be done in the week between first and the second workshop day.

In the second meeting the group will discuss exercises along with participants receiving personalized feedback on how to implement optimal communication strategies.

The total workload of this workshop is 12 hours (approximately 4 in video material, 4 in meetings, 2 in preparations, and an additional 2 in assignments) which will be credited to you on the certificates.

