

The Graduate Program at the Leibniz Institute for Plant Genetics and Crop Plant Research in Gatersleben was established within the framework of the [Leibniz Graduate School "Yield Formation in cereals-overcoming yield-limiting factors"](#), in cooperation with the Martin-Luther University Halle-Wittenberg (MLU), Faculties of Natural Sciences I & III on basis of the WGL Joint Initiative for Research and Innovation – 2012. The graduate school is a structural component of the newly established "Science campus Halle plant-based bioeconomy".

Announcement of
an auxiliary non-scientific course/ workshop
within the IPK Graduate Program

Networking in the academic context

Creating perspectives through contacts
*Trainer: Jaqueline von Sladern**

*March 15, 2019, between 9.00 a.m. and 5.00 p.m.,
seminar room above lecture hall, communication center; IPK campus*

The possibilities to make quick and target focused contact with experts, colleagues, potential employers and staff members, funders and business partners have increased in number and significance. In the light of growing complexity in the knowledge society and better electronic contact possibilities, the 'know-who' is gaining in importance next to the 'know-how'.

In the academic sector, as elsewhere, personal contacts enhance the chances of finding supporters and funders for one's own project, of receiving conference invitations, of being involved in publications, and of being told about interesting positions.

Networking requires initiative and continued investment. It is helpful, in this context, to be able to rely on proven strategies to make the right contacts, to communicate in a target focused way and to find the balance between giving and taking. The workshop transmits these proven networking techniques.

Specific Topics

- Basics of networking: Objectives – right from the start!
- Before the harvest, sow: Building contacts
- Network care: The dos and don'ts of networking
- Network university: Which contacts and bodies are important?
- Networking as investment: Benefits versus costs
- Small talk as icebreaker: Getting into conversation confidently
- Networking: My next steps

*Jacqueline von Saldern, Berlin, is a trainer and career counsellor with a special focus on international senior professionals in the fields of public policy, development, academia and non-profit. She worked in leadership positions within the NGO sector for 20 years, most recently as Executive Director of the Tönissteiner Kreis, Associate Director of the American Academy and project manager of the Robert Bosch Foundation. With a German-American background raised bilingually in New York and over 25 years of international experience she works in both languages. Her special expertise includes career development, leadership skills, intercultural communication and networking.

Registration:

Please write an Email to graduierenschule@ipk-gatersleben.de. These applications will be accepted in chronological order of receipt.

Subject to modifications