

# FURTHER EDUCATION AND TRAINING

BAMBERG  
GRADUATE SCHOOL  
OF SOCIAL SCIENCES



ANNOUNCEMENT

JOINT WORKSHOP  
OF BAGSS AND LifBi

## WORKSHOP

# Networking for academics

**Instructor** Anna Royon-Weigelt

**Time** Monday, 17 December 2018: 09.00 – 17.00 (s.t.)

**Place** FG1/00.06

**Registration** The number of participants is limited to 16!

Please send a mail to [courses.bagss@uni-bamberg.de](mailto:courses.bagss@uni-bamberg.de) until Monday, 15 October, to register.

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### Description

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. The following points are dealt with:

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- 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

### About the Trainer

Anna Royon-Weigelt, Berlin, studied Law and Sociology before working in the field of project management in different sectors throughout Europe. As a freelance trainer, coach and consultant, she covers topics related to cross-cultural communication, leadership skills as well as career strategy and team development. A focus of her activities lies within the academic context.