

## **Finding Connections: Building a network for Career and Collaborations.**

Like it or not, the world works on personal connections and you need to be able to form those connections easily. This workshop will provide you with the tools to effectively make new connections to help you find collaboration partners, information and even jobs. Although people instinctively know that personal connections make a difference in many things, “networking” is often seen as ‘cheating’ in some way.

This workshop will teach you open, honest and easy methods to help you make the best use of opportunities like conferences and so bring the correct people together and so help everyone (including yourself) in the process.

The methods taught will allow you to:

- Make a high impact on potential collaboration partners or employers making them more likely to want to work with you.
- Reliably find an institute or group that is right for you to collaborate with or work in.
- Access the hidden job market of unadvertised positions when job hunting
- Persuade groups and individuals to accept the merits of your ideas
- Become the “preferred candidate” or even have positions created specifically for you.
- Gather the information needed to aid the job hunt and salary negotiations
- Gather the information needed to help you plan your ideal career
- Give yourself the edge over others who use the more usual methods of contacting people
- Make better decisions

The workshop draws on the personal experience of all participants as well as that of the trainer; the agenda of the workshop is flexible and set by the attendees thereby ensuring that the training is specific for and relevant to the participants’ individual needs. The workshop will be a structured discussion forum to facilitate ideas and develop strategies.

**The workshop will be very interactive. Expect to be asked lots of questions, expect to be challenged, expect to participate!**

### What some participants have said about the methods taught:

Dear Rob,

Thank you for the workshop and the leadership notes you sent me. I really enjoyed the workshop! I feel much more confident now, and do not worry about getting a job at all! Thank you for providing me with the tools to be master of my destiny!

Boris

Dear Rob,

Thank you very much again for your workshop. I really enjoyed it a lot, ESPECIALLY the unconventional way of structuring it!

Your workshop made me realize ones again, that contacts (in Germany we call it "Vitamin B" by the way, with "B" standing for "Beziehungen"; contacts/relationships) are the most important thing when looking for a job. I used your tips already. It's incredible how keen people are to get you in touch with the right persons.

Regards,  
Chris

Dear Rob,

Some time ago you held a seminar at the University of Mainz. You told us that application letters do not work and we should try to find a job through personal connections. I am not sure how often you are told this, but it actually works! :o)

By now I have finished my PhD and found a new job. I got this job because of my supervisor. He introduced me to one of his former students, who then introduced me to a partner of my new employer. From there, it was a piece of cake to convince everybody that I am right for the job. Anyways, I just thought you might like to hear about that.

All the best,  
Christian

### Workshop Style

All attendees will be polled before the workshop to determine their specific areas of interest. This ensures that the workshop covers the areas that are most beneficial to each person.

As mentioned before, the workshop will be VERY interactive. As we will be experimenting with new ways of understanding and thinking, active participation will be essential.

There will be practise of interview techniques and styles. Video recording / playback equipment will be available to provide feedback and review for those that wish to participate. There can also be group and pair practice for networking and interview skills.

### About the trainer

Rob Thompson has worked both in industry and with research scientists. He has over 10 years' experience helping groups to improve their skills. His multidisciplinary experience means he is uniquely placed to bring the most appropriate practices to the scientific arena. By combining his extensive knowledge of effective techniques with his experience of training and leading groups, RT gives workshops to help scientists optimise their working practices and so become more productive.