

# 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 get jobs. This is not about selling yourself. It is about forming a useful network.

This workshop will provide you with easy networking techniques and will teach you open, honest and unobtrusive methods to help you make the best use of opportunities like conferences, symposia and careers fairs.

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
- Become the “preferred candidate” or even have positions created specifically for you.
- Gather the information needed to aid the job hunt and salary negotiations
- Give yourself the edge over others who use the more usual methods of contacting people

## Outcomes

By establishing a useful and productive network you will be able to remain updated about new scientific developments, collaboration opportunities and new jobs as they arise. This will allow you the best choice of opportunities because you will know about them first.

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

## About the trainer

As a freelancer, I have to maintain the flow of work and bookings. Every day I use the skills I teach to maintain my own business so I quickly get an idea of what works and what doesn't. I have been working with researchers for over 10 years now - helping them form connections to get collaborations, new jobs and to advance their careers.

*soft skills for real results*

**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