Contact Strategies for Conferences

**Objective**

Connecting with persons from both inside and outside the academic context is important. Contacts facilitate joint projects and more than often fuel career options. After the online workshop, participants will have improved their ability to approach members of their academic community. They will be able to set goals for personal contact management and to develop concrete strategies of achieving them.

**Description**

Even self-confident persons often feel insecure when having to connect to strangers and to stay in touch after a conference. It seems to be even more stressful to approach high-ranking professionals. In this online workshop, participants will develop personal strategies to build and maintain professional contacts – and to feel safe and comfortable in the process.

**Content:**
- Look into and beyond "status games"
- Derive and develop your individual networking strategies
- Start, develop and end conversations with different communication partners and different challenges
- Overcome specific hurdles to approach decision makers
- Find ways to stay in touch with interesting persons

**Methodology**

Individual, partner and group work as well as plenary discussions

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**Organizational Information**

<table>
<thead>
<tr>
<th>Language / Format</th>
<th>English / Online</th>
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<tbody>
<tr>
<td>Target group</td>
<td>Doctoral Candidates at all stages and Postdocs from all faculties</td>
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<tr>
<td>Date</td>
<td>Tuesday-Wednesday, 17-18 October 2023, 9:00 – 12:45</td>
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<tr>
<td>Registration</td>
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