

Trainer



Dr. Steven Goldner .

My experience with inter-views covers many years on both sides:
I was head of Human Re-sources and I am a consul-tant.
Mainly I'm helping people to find the job that fits to their wishes.
I'm a consultant for compa-nies and institutions in sev-eral industries.
I'm over 70 and love my job more than ever ... because it works!

Negotiating Your Salary

 Objective

To get a fair salary is a legitimate goal. But some well-known mechanisms let us accept less. Nobody can change the job market. But you can influence your own performance in negotia-tions. This can be your ambition: No more concessions than necessary!

 Description

After having attended this online workshop, you will

- be familiar with a method which avoids most of the possible mistakes,
- use only a few words,
- know and sidestep the tricks of interviewers,
- prepare your interview by comparing salaries in your market,
- understand that "being cheap" is a fatal strategy.

 Methodology

- You will get some lists & tips
- You will discuss your experience and ask questions
- Maybe you will want to try to simulate the negotiation
- It's a workshop, not a lecture!

Organizational Information

Language / Format	English / Online
Target group	Advanced Doctoral Candidates and Postdocs (R2) from all faculties
Date	Thursday, 26 November 2026, 9:00 – 12:00
Registration	For registration click here

