

Overview of the workshop programme

Networking for academics

Creating perspectives through contacts

23 July 2009, 9.00 – 17.00

University of Leipzig, Graduate School "Building with Molecules and Nano-objects" [BuildMoNa]

Trainer: Dr. Simon Golin, GOLIN WISSENSCHAFTSMANAGEMENT, Hamburg

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:

- >> 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

Dr. Simon Golin [Hamburg] heads the consultancy company GOLIN WISSENSCHAFTSMANAGEMENT. For more than 15 years now he has been involved with not-for-profit management – with a focus on science, education and the foundation sector. Amongst other things, he has been managing director of the "Deutscher Studienpreis" at the Körber foundation, secretary general of the German National Ethics Council and secretary general of the Academy of Sciences and Humanities in Hamburg. Since the inception of GOLIN WISSENSCHAFTSMANAGEMENT in 2002 he and his team have supported numerous reputable scientific institutions with consultancy and training.