

Developing and harnessing professional networks



Description and objectives

Professional careers are partially based on technical, scientific, and professional skills (“what you know”) and partially on social networks and professional networks (“who you know”). However, many young professionals are surprised to discover that “who you know” is often much more important than “what you know” in determining interesting job offers and careers. This is especially true for researchers and academics, who have spent much of their young lives perfecting their technical and scientific skills and to be the best in their schools, universities, and PhD programs, and women, who have internalized counterproductive stereotypes.

Approach

This workshop is designed to give doctoral and postdoctoral students the tools and techniques to develop, maintain, and harness professional networks. In particular, we will examine general principles concerning network building and how cultural differences in communication and collaboration may influence best practices and expectations in social relationships in different contexts.

Trainer

Dr. Tanja Wranik, work and organizational psychologist FSP, business and leadership coach, and consultant

Number of participants	10 – 20
Date and location	7 th November 2017, Neuchâtel
Registration opening	26 th September
Duration	1 day (10h–18h)
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