

Workshop for GEOMAR female Postdocs:

“Negotiation “

We are constantly negotiating: nowhere else can we lose or gain as much as in negotiations. Comparable to a game of chess, the moves of negotiating – as the fine art of buying and selling – can be analysed, anticipated and influenced to a high extent.

How negotiation is working, what are the basic strategies, basic techniques and basic tactics, and how personality styles can be used to establish profitable and lasting relationships - this is what we are going to experience in this seminar.

Contents:

- What can negotiation rhetoric do?
- IS-SHOULD status: body – voice – negotiation behaviour
- Argumentation and training structures
- The prerequisites for a successful negotiation
- Negotiation analysis
- The basics of negotiating
- Negotiation psychology: who can handle whom, and how?
- Conducting “real” negotiations: simulation – role play – case studies
- Tactics and techniques in negotiation: the chess moves of negotiating
- Result: the GEOMAR negotiation framework
- Situational training and negotiation masterpieces

The Trainer: Jane Bormeister



- Rhetoric Coach and Health Professional Complimentary Medicine.
- M. A. Speech Communication & Psycholinguistics, München
- M. A. Cultural Sciences & Complementary Medicine, Frankfurt/Oder
- Diploma Spiraldynamik, Akademie Zürich
- Postgraduate student on the subject of „Körperbewusstsein, Emotionen & Rhetorik“, European University Viadrina, Frankfurt/Oder

Date: November 30th, 2017 (9:00-17:00)

Venue: Large Conference Room , Westshore building

Registration: Please register (binding) by email to seroglu@geomar.de. There are 12 places available for postdocotoral scientists, assigned by first-come first-serve.

Deadline for registration: October 27th, 2017