

MARUM / GLOMAR Soft Skill Course:

Job Hunting and Interview Skills

Rob Thompson

Management Skills for Scientists; www.rtta.eu

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Objectives

You probably spend at least a half of your waking time at work. It is really important that you get the right job. A job that uses your skills, working with people you connect with. Many people job hunt with a CV and covering letters. While this method works after a time, it is not the most effective way for highly intelligent and highly qualified people to find positions.

The **Job Hunting and Interview Skills** workshop will teach you alternative methods to the usual and well-known ways of job hunting. Methods that will allow you to:

- Access the hidden job market of unadvertised positions
- Reliably find an institute or company and position within it that is right for you
- Actively manage the progress of your search (rather than send your CV and hope for a positive response)
- Give yourself the edge over others who use the more traditional methods of CV and covering letter
- Become the “preferred candidate” or even have positions created specifically for you.
- Generate the leverage needed to aid salary negotiations
- Job hunt in a way that is interesting and not demoralising

The workshop draws on the personal experience of all participants as well as that of the trainer; the agenda of the workshop is flexible and set by the attendees thereby ensuring that the training is specific for and relevant to the participants’ individual needs. The workshop will be a structured discussion forum to facilitate ideas and develop strategies.

The workshop will be very interactive. Expect to be asked lots of questions, expect to be challenged, expect to participate!

About the trainer:

Rob Thompson has worked both in industry and with research scientists. He has over 10 years’ experience helping groups to improve their skills. His multidisciplinary experience means he is uniquely placed to bring the most appropriate practices to the scientific arena. By combining his extensive knowledge of effective techniques with his experience of training and leading groups, RT gives workshops to help scientists optimise their working practices and so become more productive.

Workshop Style:

All attendees will be polled before the workshop to determine their specific areas of interest. This ensures that the workshop covers the areas that are most beneficial to each person.

As mentioned before, the workshop will be VERY interactive. As we will be experimenting with new ways of understanding and thinking, active participation will be essential.

There will be practise of interview techniques and styles. Video recording / playback equipment will be available to provide feedback and review for those that wish to participate. There will also be group and pair practice for networking and interview skills.

What some participants have said about the methods taught:

Dear Rob,

Thank you very much again for your workshop. I really enjoyed it a lot, ESPECIALLY the unconventional way of structuring it!

Your workshop made me realize ones again, that contacts (in Germany we call it "Vitamin B" by the way, with "B" standing for "Beziehungen"; contacts/relationships) are the most important thing when looking for a job. I used your tips already. It's incredible how keen people are to get you in touch with the right persons.

*Regards,
Chris*

Dear Rob,

Some time ago you held a seminar at the University of Mainz. You told us that application letters do not work and we should try to find a job through personal connections. I am not sure how often you are told this, but it actually works! :o)

By now I have finished my PhD and found a new job. I got this job because of my supervisor. He introduced me to one of his former students, who then introduced me to a partner of my new employer. From there, it was a piece of cake to convince everybody that I am right for the job. Anyways, I just thought you might like to hear about that.

*All the best,
Christian*

Time

09.00 – 17.00

Location

MARUM, University of Bremen, 28359 Bremen, Germany, Room 0190

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Any enquiries concerning the course should be addressed to glomar-courses@marum.de.