



PhD Course

## Presence and Assertiveness Training

Two courses: 11.11.2024 and 25.11.2024

ESP 36, 4030/31 und 4011/13 (11.11.); 4011/13 (25.11.)

**Course Instructor:** Daniel Unsöld

**Course Value:** 1 day = 2 LP (Ergänzungsbereich)

**Assessment/Student evaluation:** Small group performance

**Course Language:** English (if there are international participants)

**Software:** N/A

**Prerequisites:** None

**Registration:** Please register via [andrea.buekow@uni-hamburg.de](mailto:andrea.buekow@uni-hamburg.de) as the number of participants is limited.

### Course Overview & syllabus:

Learn about presence, voice, conversation techniques/appearance and body language in a playful way in this interactive training course. The training is aimed **exclusively at female doctoral students** who need to be convincing and assert themselves in the academic field.

The basic assumption of the training is that there is no typical male-female communication, but rather a difference between status-oriented and relationship-oriented communication, which (still) often occur in male/female constellations in our society.

In this training course, we will discover approaches to voice, appearance and body language that will help you to assert yourself so that your opinion is heard - in conversations, presentations and podiums.

How can we stay in our integrity while being powerful, mindful and spontaneous? The training helps us to recognize non-verbal status signals in others, to read them correctly and to communicate appropriately and purposefully at this level.

### What methods are used?

- Group exercises on voice, gestures and conversation techniques
- Exchange and strategic reflection on different styles of conversation and perception

- Getting to know and trying out approaches to verbal and non-verbal communication
- Active playful work on exemplary situations in situational training
- Individual training and coaching using the Reflecting Team method for better reflection and truly applicable feedback

#### We work from two perspectives:

- Work on appearance and communication from the training/acting and moderation toolbox
- Work on perception and self-image from systemic coaching

The training offers a protected working atmosphere in which relaxation, mutual support and enjoyment are central.

#### Agenda

09:00	Introduction
09:30	Part I: The inner mindset
10:00	Part II: Conversation and non-verbal communication
11:00	Intermediate feedback
11:40	Part III: Active training of challenging situations with feedback as well as performance and group exercises
13:10	Break
14:10	Input/exercises on performing at presentations and podiums; Situational training or coaching on challenging situations
17:40	End of training

The course is part of the Gender Equality Program of the Research Training Group 'Managerial and economic dimensions of health care quality'.