

## ACADEMIC YEAR 2019-2020

*Octubre, 2019*

### Leadership and Negotiation Techniques

#### **Leadership techniques**

**Date:** 22 & 25/10/2019 from 9.30 to 13.30 h

**Venue:** Room 24, Aulari Central (Building J)

**Language:** English

**Trainer:** Arantza Danés, Department of Advertisement, Public Relations and Audiovisual Communication

**Addressed to:** P-Sphere fellows and other postdocs

#### **Negotiation techniques**

**Date:** 28 & 29/11/2019 from 9.30 to 13.30 h

**Venue:** Room 1+2, Doctoral School

**Language:** English

**Trainer:** Arantza Danés, Department of Advertisement, Public Relations and Audiovisual Communication

**Addressed to:** P-Sphere fellows and other postdocs

Great leaders are great negotiators. As the world becomes a more uncertain environment, the requirement for professional leadership and management throughout organisations is at a premium.

This subject will benefit those who desire to learn practical leadership and negotiation techniques to maximise their effectiveness and contribution at the research work environment.

Achieve strategic management skills to effectively manage teams. Demonstrate team-working capacity, as well as problem-solving abilities. Learn how to appropriately use power and how to motivate the people you work with. Discover your personal values and how to relate them to your work place.

Through a series of group exercises, you will learn how to become a better manager, refine your personal negotiating style, and improve your ability to bargain successfully and ethically by taking part in Win-Win negotiation scenarios, discovering strategies for mutual gain. The sessions are very dynamic with participatory debate, exercises and little theoretical content.

[Registrations](#) for the *Leadership Techniques* course.

[Registrations](#) for the *Negotiation Techniques* course.

*November, 2019*

## Open Science

**Date:** 26/11/2019 from 9.30 to 13 h

**Venue:** Room 3, Doctoral School

**Language:** English

**Trainers:** Michela Bertero and Damjana Kastelic, [projecte ORION](#)

**Addressed to:** P-Sphere fellows and other postdocs

Open Science concepts and tools have the potential to transform the current scientific system for the greater good of all, but what does it mean for you? How can you and your work benefit from Open Science?

This workshop will establish what Open Science is and why it is needed. There will be an overview of the main areas of Open Science: Open Access, Open Data, and Public Engagement. In addition, there will be some practical tips on changes researchers can make towards Open Science, the potential career benefits of Open Science, and information on what resources the ORION project can provide.

The workshop is suitable for those with very little or basic knowledge of Open Science.

Registrations [here](#).

*May, 2020*

## Effective Meetings

**Date:** from the 11/05 to the 15/05/2020

**Venue:** online course

**Language:** Spanish

**Trainer:** Grup Sural

**Addressed to:** P-Sphere fellows and other postdocs

This training combines self-learning work with two video call sessions. The course covers techniques and tools to improve meetings so they can be more effective.

Registrations [here](#).

## From Idea to Prototype: Design Thinking

**Date:** 20, 21 & 22/05/2020

**Venue:** online course

**Language:** English

**Trainer:** David Hernández (UAB Research Park)

**Addressed to:** P-Sphere fellows and other postdocs

Three-day workshop to approach the process of transforming a simple idea into a real project.

- Session 1. Design Thinking stages: empathy, definition and ideation.
- Session 2. The importance of prototyping and testing concepts.
- Session 3. Projects sharing.

Registrations [here](#).