



Negotiation and Communication Workshop

Mastering Negotiations and Successful Communication
in Everyday Academic Life

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Friday, June 6, 2025; 9am – 5pm (with breaks)
SR 7, Department of Education, Sensengasse 3a, 2nd floor, 1090 Vienna

In the multifaceted world of the academic profession, doctoral students face demanding challenges every day. In addition to striving for the highest level of professional excellence, they must also have negotiating skills, eloquence and the ability to take a solution-oriented approach.

The Master Negotiator Workshop focuses on the concrete application of the basic principles of the Harvard concept in an academic context. Participants have the opportunity to try out proven techniques to maximize their negotiation results. In addition to refining existing existing skills, they gain effective tools for professional communication and targeted preparation.

This workshop provides participants with practical strategies and exercises so that they can 1. negotiate better results, 2. create added value for everyone involve, 3. deal skillfully with challenging situations and negotiating partners, and 4. improve their negotiation and communication techniques and put them into practice the very next day.