

## One-on-one Coaching: Negotiating your salary (and other job-related aspects)

<b>Tutor</b>	Dr. Valentin Ade teaches negotiation for large and small companies, the UN, members of parliament, and at the Executive School of the University of St. Gallen. Val wrote his PhD on mindsets and the effectiveness of negotiation training. He is founder of The Negotiation Studio ( <a href="http://www.negotiationstudio.com">www.negotiationstudio.com</a> ).
<b>Date</b>	The coaching sessions will take place on <ul style="list-style-type: none"> <li>• May 22<sup>nd</sup> from 9.30 am to 12.30 am and from 1.30 pm to 4.45 pm</li> <li>• May 23<sup>rd</sup> from 1.30 pm to 4.45 pm</li> </ul>
<b>Language</b>	English/German
<b>Nos. of participants</b>	max. 9
<b>Content</b>	<p>Negotiating a job contract can be both important and intimidating. This may be concerning news, as for many PhD graduates, the first "real" job sets a precedent for their future employment. If the initial job comes with a low salary, limited freedom, and unfulfilling tasks, it can often be challenging to improve these conditions in subsequent positions.</p> <p>This coaching opportunity therefore aims to equip PhD students with the necessary tools for negotiating a job contract that aligns with their personal goals and professional vision.</p> <p>Learning goals: Participants become better at</p> <ul style="list-style-type: none"> <li>• negotiating the major and minor aspects of their job contracts</li> <li>• approaching these negotiations with a positive, relaxed, and maybe even playful mindset</li> </ul>
<b>Teaching method</b>	Individual Coaching: Participants can sign-up for one-on-one coaching sessions with their trainer.
<b>Charge</b>	This Graduate Academy offering is directed at researchers, post-docs and doctoral students of the University of Lucerne and its partner institutions and is free of charge for these persons.