

**EURAXESS Roadshow 2014**  
**Workshop**  
**“A career in research:  
tools and tips that open industry and academia doors”**

**Monday April 7th 2014**  
**11.00 – 16.00**

**AREA Science Park, Padriciano 99 - Trieste**  
**Centro Congressi (Edificio C – Meeting room)**

Nowadays researchers have a wide range of career options. Today's job market offers researchers a huge diversity of career opportunities in various roles, sectors and countries. Researchers are globetrotters. They must be mobile to find the best opportunities to advance in their careers and they travel very often to simply attend a conference, to do a speech in a meeting or event or join a research experiment. So, researchers have many opportunities to know new people, build contacts with for example funders, employers and senior researchers. But how to **build a research career?**

Do they know how to best present themselves in few minutes and hit the mark? And then, do they really know how to maximise all those contacts? How to **manage potential contacts** and step up collaboration that might be valuable?

**Networking** is the key word for a research career.

The workshop, **focused on networking and communication topics**, is dedicated mainly to **early stage researchers**. Experts will show the best way to **approach funders, employers and potential supervisor** and will provide **useful tips on marketing yourself and capitalising on your networking contacts!**. The “**speed dating**” will offer the opportunity to learn how to introduce **yourself in few minutes and hit the mark**.

**Deadline for registration is March 21<sup>th</sup> 2014 on a first-come, first-serve basis.** The speed dating training session is open only for 20 participants. To register please send an e-mail with name, surname, phone and institution to: [mobility@area.trieste.it](mailto:mobility@area.trieste.it).

The event is promoted in the framework of the EURAXESS Roadshow 2014.

## Agenda

### **11.00 – 11.15 Introduction and welcome speech**

*Ginevra Tonini, AREA Science Park*

### **11.15 – 11.30 EURAXESS – supporting your research career**

What can EURAXESS do for your career; its services and support information; the JOB portal section

*Ilaria Pierdomenico, EURAXESS Services Centre (AREA Science Park)*

### **11.30 – 12.15 How to develop successful networking skills in research!**

Active and passive Approach; networking; lifetime opportunities; the map of relationship groups; consolidation and enlargement; contacts matrix: relevance / accessibility; job interview: preparation and questions; restricting beliefs; networking meeting

*Mr Michele Valerio and Mr Jacopo Pezzetta, HR consultant EUPRAGMA – Udine (Italy)*

### **12.15 – 12.45 Interview with Ljiljana Sjekloca, Post-doc researcher**

*CNR - Istituto di Cristallografia - Basovizza (Italy)*

### **12.45 – 13.30 Lunch break**

### **13.30 – 15.30 Career speed dating session: quick self presentation in 3 min!**

As in the classic “speed date”, 10 participants will be seated while 10 other attendees will turn from a desk to another one. In each session participants will introduce him/herself in 3’ min only!. A feedback form will be provided. The session is open only to 20 researchers

*Mr Michele Valerio and Mr Jacopo Pezzetta, HR consultant EUPRAGMA – Udine (Italy)*

### **15.30 – 16.00 Q&A - Conclusion**

Post training self-evaluation; strength points and improvement aspects analysis. A final plenary discussion will follow.

*Mr Michele Valerio and Mr Jacopo Pezzetta, HR consultant EUPRAGMA – Udine (Italy)*