

Best Foot Forward Part 1: Interviewing Skills for Post-Docs

Workshop Highlights

- Learn how to answer the eighteen most common questions asked during an interview.
- Practice telling someone about yourself in an engaging manner and in less than a minute.
- Learn the rules of networking and how to capitalize on those who can be most useful to you.
- Using body language to reinforce your message.
- How to customize your message to the interviewer's interests.
- How to ace interviews with 'professional' interviewers' including recruiters and human resource professionals.

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The Workshop

Whether you are looking for a position in academia or at a biotech company, at some point in the process you're going to be sitting across from someone asking you questions about yourself and your work. How you answer those questions and how you come across during the interview process will have as much and likely more influence on the hiring decision than your research or publication history. Going into a job interview believing that your resume and publications speak for themselves is a recipe for disappointment. People hire people not research projects.

In this highly interactive workshop you will learn how to answer the most common and most difficult questions that interviewers ask job candidates. In a small group setting you will practice responding to interviewers who want to get an idea of how you interact with others, manage conflict and deal with setbacks in your work. During this process you will get direct and immediate feedback on how you did and how to improve.

You will learn how to respond when someone says "So, tell me about yourself" in a way that focuses on what they need to hear from you. The workshop will also show you how to respond to loaded questions like "What is your biggest weakness?" Throughout the workshop you will get feedback and guidance on how you come across to others with a specific focus on body language, eye contact and facial expression. Finally, you will learn the principles of effective networking and how to make sure that the contacts you make keep you in mind when opportunities arise.

Target Audience: This workshop is intended for postdoctoral scientists at all levels and will be especially useful for those who are at or nearing the point of seeking a new position.

Workshop Leader



Carl M. Cohen, Ph.D., is President of Science Management Associates. Carl provides coaching, consultation and training in interpersonal, group and organizational skills to scientists and science executives in both the public and private sectors. Carl has more than 30 years of biomedical research and management expertise, including having been Chief Operating Officer of Biovest International focused on cancer immunotherapy and Vice President for Research and Development at Creative Bio-Molecules. Carl served as Chief of the Division of Cellular and Molecular Biology and Acting Chair of the Department of Biomedical Research at St. Elizabeth's Medical Center of Boston. During that same period he also held the positions of Professor of Medicine and Professor of Anatomy and Cellular Biology at Tufts University School of Medicine. Along with his wife Suzanne, L. Cohen, Ed.D., a psychologist, Carl is author of "**Lab Dynamics: Management and Leadership Skills for Scientists**" Cold Spring Harbor Laboratory Press, 3rd Ed. 2018. Carl is the founding Director of the Cold Spring Harbor Laboratory workshop on **Leadership in Bioscience**, which he has run since 2011. Carl has been trained in the Tavestock model of group and interpersonal dynamics and received his Ph.D. in Physics (Biophysics Research) from Harvard University.