



作合学科

CHINA-COMPETENCY FOR SCIENTISTS

COOPERATING EFFICIENTLY AND EFFECTIVELY WITH CHINESE RESEARCHERS

The Chinese government invests an extensive amount in research and development, and is boosting scientific productivity in the country. Many European scientists would like to take advantage of attractive opportunities to conduct research with Chinese scientists or at Chinese universities.

Learn about fundamental behaviours expected in China, and in particular get to know the cultural differences. This seminar particularly addresses scientists working with Chinese colleagues, pursuing cooperation or planning to conduct research in China.

CONTENTS

BRIEF OVERVIEW: HISTORICAL AND SOCIOPOLITICAL ASPECTS

- › Basis for cultural differences
- › Effects on scientific collaboration



CULTURAL DIMENSIONS IN SCIENTIFIC COOPERATION

- › Communication: What prevents the Chinese from clearly saying what they want?
- › Time: Why do the Chinese often miss deadlines?
- › Work and private life: Why is dining together so important?
- › Status und respect: How is it that hierarchy, although often invisible, is so critical?

NEGOTIATION SIMULATION WITH A CHINESE PARTNER

DISCUSSION OF AND FEEDBACK ON PARTICIPANT EXAMPLES

YOUR GAIN

- › You learn Chinese models of behaviour and cultural dimensions.
- › You come to know how you can easily avoid intercultural misunderstandings and conflicts in everyday research.
- › You develop ideas as well as strategies of conduct to address your concerns.





INSTRUCTORS



Barbara Hey has worked as a Trainer and Systemic Coach in the Department of Knowledge Transfer & Qualification Programmes since 1998. Her participants include researchers from all scientific disciplines – from post graduates to professors. Her book, “Präsentieren in Wissenschaft und Forschung” (Presenting Science and Research) was released by Springer in 2011.

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Manuel Lauer studied economics, modern sinology, and political science at the University of Cologne and the Capital Normal University in Beijing. In the Department of Knowledge Transfer & Qualification Programmes, he directs international continuing education and qualification programs with predominantly Asian participant groups.

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DATE AND VENUE

17.03.2016 | 09.00 am – 05.00 pm

Centre for European Economic Research,
Mannheim

SEMINAR FEE

EUR 684,80 (EUR 640,00 plus 7% VAT)

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CONTINUING EDUCATION DEPARTMENT OF ZEW

The Department of Knowledge Transfer & Qualification Programmes at ZEW is one of the few continuing education providers in Germany specialized in the qualification of scientific personnel in social competence. The instructors at ZEW look back on long-standing experience in trainings, seminars and coaching in German and English for researchers from all disciplines.

Within seminars, group sizes of 8 to 12 participants offer ideal working conditions and allow for individualized and goal-oriented guidance. Each event is designed to allow for sufficient exchange of experience and for developing networking opportunities.

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