

Increase your assertiveness in institutional power games



Description and objectives

In the business world as well as in universities, strategies for power games and assertiveness become increasingly important with each career step. For women, the “likability” requirement often represents an additional challenge. Have you ever experienced “games” being played with unspoken rules, not knowing how to act or play along? This workshop reveals and decodes unspoken rules and behaviour patterns, guides you in identifying scheming, traps and tricks, and shows you how to achieve greater room for manoeuvre and increased assertiveness.

Content of the workshop:

- Power dynamics in hierarchical organizations
- Decoding verbal and non-verbal language, symbols and gestures in daily power games
- How to make yourself seen and listened to in meetings and further relevant settings
- How to react to attacks and offenses

Participants

- Will get to know the essential rules in power games and how to play along
- Will be able to decide in any given power situation whether they want to participate in the game or not and thus gain more freedom of choice
- Will learn how to react to verbal and non-verbal attacks and offenses
- Will be able to make themselves heard and listened to

Approach

- Theoretical and evidenced based inputs about relevant mechanisms and models in power and status games
- Analysis of concrete power game situations and movie scenes
- Training of verbal and non-verbal tactics and strategies
- Exchange of experiences and peer feedback

Trainer

Lic.phil. Sibyl Schädeli, lecturer, coach ICF PCC, and consultant

Number of participants	14
Date and location	19 th March, EPFL
Registration opening	5 th February
Duration	1 day
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