

## Virtual session

### **Decoding Personality Dynamics for More Effective Communication**

*Shauna Skinner, B.Mgt., Program Director at TypeCoach LLC., Founder and Consultant at Darsha Inc.*

Ever wondered how understanding personality dynamics could enhance your scientific journey? Perhaps it hasn't crossed your mind, yet you encounter recurring challenges you're unsure how to navigate. For example, have communication roadblocks arisen in your lab environment? Do you feel your career progression has hit a standstill? Maybe you're curious about fostering more effective team dynamics? By delving into the nuances of personality types, you will discover practical insights and strategies for navigating these challenges and more. Through this workshop, you will also gain complementary access to the TypeCoach.com suite of tools that will further support you in applying what you learn (optional). Join the conversation and explore how you can make an even greater impact in both your scientific endeavors and personal lives!

### **The Art of Effective Negotiation**

*Sherry Yennello, PhD, University Distinguished Professor, Texas A&M University*

Negotiations occur every day in the scientific laboratory and workplace and often involve issues that are key to research success and career advancement. This workshop discusses the fundamentals of negotiation relevant to a variety of one-on-one conversations and group settings. Topics include the importance of negotiation to advance research and career objectives, identification of negotiables for research and career advancement, elements of a successful negotiation, the importance of developing alternatives to an agreement, techniques for handling difficult people and conversations, the importance of listening and appreciating different viewpoints.

