

THE SFB-TRR 161 PRESENTS THE TALK

IT'S ALL ABOUT THE MONEY(?)

SELF-MARKETING AND NEGOTIATION STRATEGIES
FOR WOMEN IN COMPUTER SCIENCE

BY CLAUDIA KIMICH
NEGOTIATION EXPERT AND SYSTEMIC COACH

NOVEMBER 17, 2021
4:00 - 6:00 PM
VIA WEBEX



Abstract

In her talk, Claudia Kimich sheds light on her path from studying informatics and working in IT to systemic coaching and being self-employed. She also discusses how studying informatics and the skills she acquired had a significant influence on her success today. In the second part of her talk, she coaches participants on strategies for salary negotiation and self-marketing. Furthermore, she offers some perspectives on the special challenges that women in informatics face. In an open discussion and group coaching session, Claudia Kimich answers her participants' questions and gives advice with regard to individual experiences and challenges.

After the talk, Claudia Kimich is available for one-on-one speedcoaching sessions (5 mins) to analyze individual scenarios in more depth. For a speedcoaching session, please register separately via christina.warren@visus.uni-stuttgart.de.

Biography

Claudia Kimich studied informatics in 1989 and in these times 30% of the students were female. She worked as a technical IT lead in a biological service laboratory and as a technical sales lead for IT security products. Since 1998 she is a trainer, speaker and systemic coach. Her central topics are salary negotiation, self-marketing and quick-wittedness. Moreover, her special focus is the presentation, conflict communication and negotiation coaching for computer scientists and engineers. Her success recipe is her provocative, constructive manner spiced with creativity and a clearly structured *modus operandi*. She doesn't waste time and is always straight to the point. She's author of the books „Um Geld verhandeln“ and „Verhandlungstango“ (Beck Verlag) and regularly quoted in publications such as Handelsblatt, SpiegelOnline and Brigitte. She is also a member of the German Speakers Association. URL: <https://www.kimich.de/>

Registration

The talk is free of charge and open to women from all stages of academia. Please contact claudia.widmann@uni-konstanz.de or christina.warren@visus.uni-stuttgart.de to register and get the required access credentials.