

## POSTDOCTORAL CAREER DEVELOPMENT ADVICE (PCDA)

Presents:

# Workshop Job Offer Negotiation Strategies for the Scientist

Friday, March 25, 2016 | 1:30 - 3:00 PM  
Lab 3 - Level C - Seminar Room C700



OIST

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Postdoctoral Career  
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Working up a job offer is always difficult when you are attempting this tricky negotiation for the first time, whether it is for an industrial position or for a tenure-track appointment in academia. Dave Jensen will discuss how important it is to understand all of the issues surrounding that prospective job offer, from both sides of the fence. By putting yourself in the shoes of your potential employer, you'll be able to see exactly how issues like time, budget and personality fit into the equation. In an exercise showing how one Assistant Professor applicant moves through the process, Jensen will guide audience members to see where the possible stumbling blocks are; the speaker will help you maximize your job offers to suit your needs. There are lots of take home lessons provided in this 90 minute workshop, including fifteen tips for better science job offer negotiations.

[Click here to register](#) by March 22, 2016

### Instructor:



**DAVID JENSEN**

"Tooling Up"  
Columnist and  
Forum Moderator



### Biosketch

With 30 years of experience in scientific and executive search, Dave Jensen is currently a senior recruiter as well as popular speaker and author on topics related to careers in the biotechnology, life sciences, agricultural and pharmaceutical sciences, and non-profit sectors.

Dave is on the editorial advisory board of Journal of Commercial Biotechnology. Jensen also writes the popular "Tooling Up" column in the website for the journal SCIENCE for monthly career tips and techniques (ScienceCareers.org). He is also the founder and moderator of the AAAS Science Careers Discussion Forum, a website of the Association for the Advancement of Science (AAAS) website that has been a resource for young scientists for more than 25 years.

Mr. Jensen has had seminars and workshops in industry meetings internationally, including keynote presentations at career events held by major universities around the world, including multiple University of California locations, National University (Singapore), National Institutes of Health, the U.S. Environmental Protection Agency, Johns Hopkins University, Karolinska Institute (Sweden), University of Washington, and both Princeton and Harvard University.

Registration link: <https://groups.oist.jp/pcda/workshops-and-seminars>

Questions? Please contact Sina Safayi via [sina.safayi@oist.jp](mailto:sina.safayi@oist.jp)