

# 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

## The 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 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
- 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

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|------------------------|---------------------------------|
| Number of participants | 14                              |
| Date and location      | 9 <sup>th</sup> June 2022, EPFL |
| Registration opening   | 28 <sup>th</sup> April 2022     |
| Duration               | 1 day (9h–17h)                  |
| Contact                | bureau.egalite@epfl.ch          |