



Recent workshops run by Dr Carl M. Cohen

2017

- June 2017. Dr. Cohen ran a workshop **“Managing difficult conversations and conflict at the NIH: Fundamentals of negotiation”** at the National Institutes of Health Training Center, Bethesda, MD. The workshop was attended by managers, supervisors and team leaders representing both administrative and scientific disciplines from throughout the NIH organization.
- May 2017. Dr. Cohen ran two half-day workshops for the scientists and management staff of TCR2 Therapeutics, Cambridge MA. **“Difficult conversations in the research workplace: Fundamentals of Negotiation”** and **“Managing your science team: Goal setting, feedback and performance review for scientists.”**
- May 2017. Dr. Cohen ran two half-day workshops for the faculty and research staff of the Howard Hughes Medical Institute at the Janelia Research Campus in VA. **“Hiring and retaining your science team; Selecting, interviewing and onboarding”** and **“Managing your science team: Goal setting, feedback and performance review for scientists.”**
- May 2017. Dr. Cohen ran two half-day workshops for the faculty of Rockefeller University in New York City, **“Difficult conversations in the research workplace: Fundamentals of Negotiation”** and **“Managing your science team: Goal setting, feedback and performance review for scientists.”**
- March, 2017. Dr. Cohen ran the 7th annual **Cold Spring Harbor Laboratory workshop on Leadership in Bioscience**, March 24-27, 2017. This workshop, attended by nearly 30 scientists from the US and abroad provided 4 days of intensive, interactive leadership training for a group of outstanding emerging scientific leaders. The workshop is specifically targeted to young scientists who have just assumed or are about to assume a position of leadership in their group or organization. The workshop focuses on techniques, situations and challenges that relate specifically to leading and managing in the scientific workplace. Attendance at the workshop is by application and recommendation.
- March, 2017. Dr. Cohen ran a workshop **“Managing difficult conversations and conflict at the NIH: Fundamentals of negotiation”** to managers and supervisors at the National Institutes of Environmental Health Sciences, Research Triangle Park, Raleigh, N.C.
- February, 2017. Dr. Cohen ran a workshop **“Managing difficult conversations and conflict at the NIH: Fundamentals of negotiation”** at the National

Institutes of Health Training Center, Bethesda, MD. The workshop was attended by managers, supervisors and team leaders representing both administrative and scientific disciplines from throughout the NIH organization.

2016

- January, 2016. Dr. Cohen ran two one-day workshops “**Lab Dynamics: Fundamentals of negotiation,**” and “**Leading pharmaceutical project teams,**” for Project Managers at Pfizer Pharmaceuticals, Global Biotherapeutics Group in Cambridge, MA
- March, 2016. Dr. Cohen and ran the 6th annual **Cold Spring Harbor Laboratory workshop on Leadership in Bioscience**, March 11-14, 2016. This workshop, attended by nearly 30 young scientists from the US and abroad provided 4 days of intensive, interactive leadership training for a group of outstanding emerging scientific leaders. The workshop is specifically targeted to young scientists who have just assumed or are about to assume a position of leadership in their group or organization. The workshop focuses on techniques, situations and challenges that relate specifically to leading and managing in the scientific workplace. Attendance at the workshop is by application and recommendation.
- March 2016. Dr. Cohen led a one day workshop “**Managing difficult conversations and conflict at the NIH: Fundamentals of Negotiation**” at the National Institutes of Health in Bethesda, MD. The workshop was attended by managers and group leaders drawn from multiple Divisions and functional areas of the NIH.
- May 2, 2016 and June 4, 2106 Dr Cohen ran two full day workshops for the U.S. Dept. of Energy Sunshot Initiative in Washington DC and Portland OR. “**SMART skills to accelerate your science.**” Morning workshop : “**Difficult conversations and interactions in the research workplace: Fundamentals of negotiation,**” Afternoon workshop “**Leading scientific team and project meetings.**” The workshops were attended by administrative and technical staff of the DOE (Washington DC) and scientists from across the US who are funded by the DOE (Portland OR).
- June 17, 2016. Dr. Cohen led a one day workshop “**Managing difficult conversations and conflict at the NIH: Fundamentals of negotiation**” at the National Institutes of Health in Bethesda, MD. The workshop was attended by managers and group leaders drawn from multiple Divisions and functional areas of the NIH.
- June 22, 2016. Dr. Cohen led a one day workshop “**Managing difficult conversations and conflict at the NIH: Fundamentals of negotiation**” at the National Institutes of Environmental Health Sciences in Research Triangle Park

North Carolina. The workshop was attended by managers, administrators and staff for multiple Divisions and functional areas of the NIEHS.

2015

- December, 2015. Dr. Cohen ran the workshop “**Managing difficult conversations and conflict at the NIH: Fundamentals of negotiation.**” The workshop was sponsored by the National Institutes of Health Training Center and was attended by managers and supervisors from the NIH campus in Bethesda MD.
- October, 2015. Dr. Cohen ran a series of four workshops for managers, supervisors and Division Directors at the National Institute of Aging at the NIH in Bethesda and Baltimore, MD. These included “**Difficult conversations and interactions in the research workplace: Fundamentals of negotiation**” and “**Running effective scientific team and project meetings.**” Attendees included Program Managers and Team Leaders from the NIA intramural and extramural programs.
- July, November, 2015. Dr. Cohen ran two workshops for Project Managers and Team Leaders at Alnylam Pharmaceuticals, Cambridge, MA. “**Lab Dynamics: Difficult conversations - Fundamentals of negotiation**” and “**Leading scientific project teams.**”
- March-June, 2015. Dr. Cohen led a series of eight workshops at the Van Andel Research Institute in Grand Rapids MI in March and April.

Workshops for principal investigators, managers, lab directors, including “**Difficult conversations and interactions in the research workplace: Fundamentals of negotiation;**” “**Leading scientific team and project meetings;**” “**Managing your science team: Setting goals, giving feedback and evaluating scientists;**” and “**The front lines of science: Management and leadership challenges in the science workplace. A peer learning workshop.**”

Workshops for Post Docs: including “**Difficult conversations and interactions in the research workplace: Fundamentals of negotiation;**” “**Participating in and positively influencing scientific team and project meetings;**” “**Managing and being managed: Giving and receiving feedback and evaluations;**” “**Speaking of science: Presenting your science and yourself. Speaking and presentation skills for scientists.**”

- March, 2015. Dr. Cohen and ran the 5th annual **Cold Spring Harbor Laboratory workshop on Leadership in Bioscience**, March 13-16, 2015. This workshop, attended by nearly 30 young scientists from the US and abroad provided 4 days of intensive, interactive leadership training for a group of outstanding emerging scientific leaders. The workshop is specifically targeted to young scientists who have just assumed or are about to assume a position of leadership in their group or organization. The workshop focuses on techniques,

situations and challenges that relate specifically to leading and managing in the scientific workplace. Attendance at the workshop is by application and recommendation.