



The influential researcher

One of the qualities that sets successful researchers apart is an ability to be influential. This can range from making sure your opinions and needs are considered, through to convincing others of the greatness of your ideas and the need for their support. Influential researchers change the world (or at least their part of it).

To be influential you need to be heard and to be heard you have to tailor your message to match the intended audience. So in this short course you will learn the fundamentals of:

- Listening with awareness.
- Communicating to big picture and small detail people.
- Appealing to all the senses.
- Identifying shared values.
- Consistency and clarity.
- Locking your message in.

This is a 3-hour interactive workshop suitable for early career researchers

Dr Jennifer Allanson holds an honorary lectureship at the School of Natural Sciences & Psychology at LJMU. Whilst studying for her PhD she influenced major change within her department which included securing social space for researchers, funding for PhD student away days, a new innovative interactions research group and associated laboratory space. She also pioneered a new field of research called physiological computing.