

# SCIENCE MANAGEMENT ASSOCIATES

www.sciencema.com

Carl M. Cohen, Ph.D.  
President  
carlmcohen@gmail.com



## Selected workshops led by Carl M. Cohen

Updated June 1, 2011

2011 Dr. Carl M. Cohen was selected as Director of Cold Spring Harbor Laboratories workshop on “**Leadership in Bioscience.**” The first workshop of its type to be offered by Cold Spring Harbor Laboratories, Leadership in Bioscience was held on February 18-21, 2011 at CSHL in Cold Spring Harbor, Long Island, NY. Key focus areas of the workshop included:-Recognizing and understanding leadership in a science setting; Managing difficult conversations and interactions in the lab; Identifying and resolving conflicts in the lab; Dealing with difficult people and situations; Communicating your ideas and plans in a way that engages others; Leading effective and productive meetings; Becoming effective citizen scientists.

On April 9, 2011, Dr. Cohen led an all day workshop at Harvard Medical School sponsored by the Harvard Medical School Office for Post-Doctoral Affairs. The workshop was entitled “**Lab Dynamics for Early Career Scientists: Getting Along and Getting Ahead**” and was attended by 35 Ph.D. scientists from the Harvard Medical area.

2009 Dr. Cohen ran four workshops at Pfizer Pharmaceuticals in Groton and New London CT on “**Negotiation skills for pharmaceutical professionals**” and “**Leading scientific teams and project meetings.**” These were day long interactive workshops presented to 70 scientific managers at Pfizer.

Science Management Associates was selected by the Training Center of the National Institutes of Health as vendor of choice for a series of workshops for NIH scientists, managers and staff. Among the offerings are our most popular **workshop 'Negotiation and Conflict Resolution Skills for Scientists'** as well as a new workshop called ‘**Running Scientific and Project Meetings'**

2008 “**Negotiation Skills for Scientists**” On-line web-seminar sponsored by SPIE, (The Society for Photographic Instrumentation Engineers), a professional organization with over 15,000 members. Over 250 scientists logged on to the webcast.

“**Negotiation and conflict resolution for researchers**” a one day workshop at the University of California at San Francisco. The workshop was sponsored by the UCSF Office for Professional and Career Development. There were 60 participants

including post-doctoral fellows, faculty and staff from the basic and applied sciences divisions of UCSF.

***“Negotiation and Conflict Resolution Skills for Scientists”*** a one day workshop at the Van Andel Research Institute, Grand Rapids Michigan. The workshop was sponsored by the Institute's Postdoctoral Society.

***“Negotiation and Conflict Resolution Skills for Scientists”*** a one day workshop for managers and group leaders at Oak Ridge National Laboratory in Oak Ridge TN, sponsored by the Department of Organizational Development and Training.

***“Negotiation skills for pharmaceutical professionals”*** two all day workshops presented to 60 members of a new product launch team at Vertex Pharmaceuticals, Cambridge, MA.

Co-Leader with Dr. Suzanne L. Cohen ***“Women in the lab: Getting ahead and getting along.”*** An afternoon workshop at Harvard University dealing with issues that women face in the science workplace. Sponsored by the Harvard Graduate Women in Science and Engineering.

2007 ***“Lab Dynamics: Dealing with difficult people and difficult situations in science”***  
Tufts University School of Medicine, Boston, MA, October 6, 2007 (approximately 30 attendees).

2004 ***“Negotiation Skills for Scientists”*** University of California at San Francisco sponsored by UCSF Career Center, over 60 attendees. May 22, 2004.

***“Creating and Organizational Culture that Improves Productivity: Conflict resolution and Negotiation Skills for Scientists”*** World Pharmaceutical Congress, Philadelphia, PA, May 16, 2004 (approximately 60 attendees).

***“Creating and Organizational Culture that Improves Productivity: Conflict resolution and Negotiation Skills for Scientists”*** Beyond Genome Conference, San Francisco, CA June 20, 2004. (Approximately 60 attendees).

***“Conflict resolution and negotiations skills for scientists”*** Merck and Co., West Point, PA. October 8, 2007.

***“Managing Difficult People and Difficult Situations”*** workshop at the 2004 meeting of the American Society for Cell Biology, Washington, DC, December 4, 2004 (approximately 80 attendees).

2003 ***“Dealing with difficult people and difficult situations”*** sponsored by the Women in Cell Biology Committee, American Society of Cell Biology annual meeting, San Francisco, CA, Dec 13, 2003. (60 registrants, over 100 applied).

1998 ***“Conflict Resolution in the Research Environment: Do Men Have the Advantage?”*** ARVO meeting, Miami, Florida., May 10, 1998.

1997 ***“What they never taught you in graduate school: Leadership skills for scientists”*** workshop, Mt. Sinai School of Medicine, New York, N.Y. March 24, 1997.

- 1996      *“What they never taught you in graduate school: Effective leadership in the laboratory”* Workshop held at St. Elizabeth’s Medical Center, May 9, 1996 attended by 35 local scientists.
- 1996      *“What they never taught you in graduate school: Leadership skills for scientists”* two workshops held at the annual meeting of the American Society for Cell Biology, December 7 and 8 1996 attended by over 70 participants. Workshop supported by a grant from the National Science Foundation.

### Addresses and interviews

- 2011      On May 25, 2011, Dr. Cohen gave the closing address, entitled **“Leading and Managing in Biomedical Research”** for an all-day leadership conference at St. Jude Children’s Research Hospital in Memphis, TN. At the same event, he also conducted a one hour workshop **“Lab Dynamics: Leading scientific team meetings.”**
- 2009      Dr. Cohen gave the keynote address to the first class of graduates of the Pfizer Leadership Acceleration Training Program in September, 2009.
- Dr. Carl M. Cohen gave an address entitled **"Lab Dynamics for PostDocs: Getting Along and Getting Ahead"** at Tufts University School of Medicine. The talk was in recognition of National Postdoc Appreciation Day and was attended by over 80 local postdocs.
- An interview with Dr. Carl M. Cohen was featured in the August 2009 issue of Photonics Spectra, a monthly technology magazine focused on optics, lasers and imaging science. Dr. Cohen's interview was featured in an article entitled **"Improving Human Interactions in the Science Lab."**
- 2007      In October, 2007 Dr. Carl M. Cohen gave the keynote address **entitled "Managing Science is Managing People"** to the first group of staff and scientists to complete the Leadership Training Program at Oak Ridge National Laboratory in Oak Ridge TN. The 50 attendees each received a copy of "Lab Dynamics." Oak Ridge National Laboratory is the US Department of Energy's largest science and energy laboratory with a staff of over 4000
- In February, 2007 Dr. Cohen and his book "Lab Dynamics" were featured in an article **“Dealing with Conflict”** in The Scientist (Volume 21, Issue 2, p 26) by Kerry Grens . Dr Cohen was also the subject of a pod-cast interview with journalist Kerry Grens.