

SCIENCE MANAGEMENT ASSOCIATES

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Science Management Associates Recent Workshops, April 2023

2023

- October 2023. Dr. Carl M Cohen ran the workshops **“Difficult conversations: Fundamentals of negotiation,” “Running effective scientific team and project meetings,” “Hiring your science team: interviewing, selecting and orienting,” and “Managing your science team: Goal setting, feedback and performance review for scientists”** for the scientific staff of Janssen Pharmaceuticals Division of J&J, Malvern, PA
- October 2023. Dr. Carl M Cohen ran the workshops **“Difficult conversations: Fundamentals of negotiation,” “Running effective scientific team and project meetings,” “Hiring your science team: interviewing, selecting and orienting,” and “Managing your science team: Goal setting, feedback and performance review for scientists”** for the faculty of the Washington University School of Medicine, St. Louis, MO.
- June 2023. Dr Carl M Cohen ran the workshops **“Difficult conversations: Fundamentals of negotiation,”** and **“Managing your science team: Goal setting, feedback and performance review for scientists”** for the faculty of the University of Michigan School of Medicine, Ann Arbor.
- May 2023. Dr Carl M Cohen ran the workshops **“Difficult conversations: Fundamentals of negotiation,”** and **“Managing your science team: Goal setting, feedback and performance review for scientists”** for grant awardees of the Jane Coffin Childs Memorial Foundation held in New York, NY
- May 31, 2023. Dr. Carl M Cohen ran the workshop **“Managing your science team: Goal setting, feedback and performance review for scientists”** for global scientific grant awardees of CIFAR (Canadian Institute for Advanced Research), via Zoom.

2022

- December 13, 2022, Dr. Carl M. Cohen ran the workshop **“Hiring your science team”** via Zoom for global scientific grant awardees of CIFAR (Canadian Institute for Advanced Research)
- December 14-15, 2022, Dr Carl M Cohen ran the workshops **“Difficult conversations: Fundamentals of negotiation,”** and **“Running effective scientific team and project meetings,”** for the scientific program staff of Cohen Veteran’s Bioscience in New York, NY.
- October 18-19, 2022, Dr. Carl M Cohen ran the workshops **“Difficult conversations: Fundamentals of negotiation,” “Running effective scientific team and project meetings,” “Hiring your science team: interviewing, selecting and orienting,”** and **“Managing your**

science team: Goal setting, feedback and performance review for scientists” for the scientific staff of The Applied Research Laboratory of the University of Texas at Austin.

- October 12, 2022. Dr. Carl M Cohen ran the workshop **“Difficult conversations: Fundamentals of negotiation,”** for the faculty of the Forsyth Institute, Cambridge, MA.
- September 20-21, 2022. Dr. Carl M Cohen ran the workshops **“Difficult conversations: Fundamentals of negotiation,” “Running effective scientific team and project meetings,” “Hiring your science team: interviewing, selecting and orienting,”** and **“Managing your science team: Goal setting, feedback and performance review for scientists”** for the scientific staff of The Jackson Laboratory, Bar Harbor, ME.
- May 11, 2022. Dr. Carl M. Cohen ran the workshops **“Difficult conversations: Fundamentals of negotiation”** and **“Running productive scientific team and project meetings”** for Researchers funded by the Parkinson’s Foundation in Boston, MA.
- March 29, 2022. Dr. Carl M. Cohen ran the workshop **“Mentoring and managing your science team. Goal setting, feedback and performance reviews.”** Via Zoom to the faculty of the Van Andel Institute, Grand Rapids, MI.
- March 22, April 13. Dr. Carl M. Cohen ran the workshops **“Difficult conversations: Fundamentals of negotiation”** and **“Running productive scientific team and project meetings”** for the staff of Ascidian Therapeutics, Cambridge, MA
- March 15, 2022. Dr. Carl M. Cohen ran the workshop **“Hiring your science team”** via Zoom to the faculty of the Van Andel Institute, Grand Rapids, MI.
- February 29, 2022. Dr. Carl M. Cohen ran the workshop **“Running productive scientific team and project meetings”** via Zoom to the faculty of the Van Andel Institute, Grand Rapids, MI.
- February 28, 2022. Dr. Carl M Cohen ran the workshop **“Speaking of science: Presenting your science and yourself. Perfecting your speaking and presentation skills.”** Vis Zoom, to graduate students and postdocs of the Van Andel Institute, Grand Rapids, MI.
- February 23, 2022. Dr. Carl M. Cohen ran the workshop **“Remote and hybrid meetings: Strategies for success”** via Zoom for supervisory staff of the National Institute on Aging, NIH, Bethesda and Baltimore, MD.
- February 14, 15 2022. Dr. Carl M Cohen ran the workshops **“Difficult conversations: Fundamentals of negotiation”** via Zoom to postdocs and faculty of the VanAndel Institute, Grand Rapids, MI.

2021

- December 2021, Dr. Carl M Cohen ran the workshops **“Difficult conversations: Fundamentals of negotiation,” “Running effective scientific team and project meetings,” “Hiring your science team: interviewing, selecting and orienting,”** and **“Managing your science team: Goal setting, feedback and performance review for scientists”** via Zoom for the Faculty of the Thayer School of Engineering, Dartmouth College, Hanover, NH.
- November 1, 5, 9 and 10. Dr. Carl M Cohen ran the workshops **“Difficult conversations: Fundamentals of negotiation,” “Running effective scientific team and project meetings,” “Hiring your science team: interviewing, selecting and orienting,”** and **“Managing your science team: Goal setting, feedback and performance review for scientists”** via Zoom for the scientific staff of the Austin Research Center at the University of Texas at Austin.
- October 5, 29, Dr. Carl Cohen ran the Zoom workshops **“Difficult conversations: Fundamentals of negotiation,”** and **“Managing your science team: Goal setting, feedback**

and performance review for scientists” for scientists at Omega Therapeutics, Cambridge, MA.

- October 6, 13, 27, November 3. Dr Carl M. Cohen ran the workshops **“Difficult conversations: Fundamentals of negotiation,” “Running effective scientific team and project meetings,” “Hiring your science team: interviewing, selecting and orienting,”** and **“Managing your science team: Goal setting, feedback and performance review for scientists”** via ZOOM for the scientific staff of the National Institutes of Health, National Institute on Aging, Bethesda and Baltimore, MD.
- October, November, December, various dates, Dr. Carl M Cohen ran the workshops **“Managing your hybrid team”** and **“Working in Hybrid Teams”** for managers, supervisors and staff of the National Institutes of Health, National Institute on Aging, Bethesda and Baltimore, MD.
- October 14, 2021, Dr. Carl M. Cohen ran the Zoom workshop **“Managing your science team”** for scientists and staff of New Age Meats, Berkeley, CA
- September 30, 2021, Dr. Carl M. Cohen ran the workshop **“Running productive scientific team and project meetings”** via Zoom for global scientific grant awardees of CIFAR (Canadian Institute for Advanced Research)
- September 21, 29, October 12, 21, Dr Carl M Cohen ran the workshop series “Best Foot Forward” for Postdocs of the Flatiron Institute, Simons Foundation, New York NY via Zoom. Workshops included: **“Interviewing skills for postdocs,” “Negotiating a job offer for postdocs,”** and **“How to give a great job talk for postdocs.”**
- August 26, 2021, Dr. Carl M. Cohen ran the workshop **“Difficult conversations: Fundamentals of negotiation,”** via Zoom for scientists and staff of New Age Meats, Berkeley, CA
- March 24, 25, 31, April 1, 2021, Dr. Carl M. Cohen ran the workshops **“Difficult conversations: Fundamentals of negotiation,” “Running effective scientific team and project meetings,” “Hiring your science team: interviewing, selecting and orienting,”** and **“Managing your science team: Goal setting, feedback and performance review for scientists”** via ZOOM for the scientific staff of the Austin Research Center at the University of Texas at Austin.
- February 26, 2021. Dr. Carl M. Cohen ran the workshop **“Managing your remote team in the era of Covid-19”** via Zoom for scientific staff of the Jackson Laboratory, Bar Harbor, ME.
- February 18, 2021. Dr. Carl M. Cohen and Dr. Suzanne L. Cohen ran the workshop **“Managing stress and work/life balance in the era of Covid-19”** via Zoom for scientific staff of Columbia University.
- February 12, 2021. Dr. Carl M. Cohen and Dr. Suzanne L. Cohen ran the workshop **“Managing stress and work/life balance in the era of Covid-19”** via Zoom for scientific staff of the Jackson Laboratory, Bar Harbor ME.
- January 31, February 1, 2021. Dr. Carl M Cohen ran the workshops **“Difficult conversations in the research workplace: Fundamentals of negotiation”** and **“Best Foot Forward, Part 1: Interviewing skills for postdocs”** via Zoom for scientists of the University of Buffalo BioXfel research consortium.
- January 27, 2021 and February 3. Dr. Carl M. Cohen ran the workshop **“Difficult conversations in the research workplace: Fundamentals of negotiation”** and **“Managing**

your science team: Goal setting, feedback and performance review for scientists” via ZOOM for postdoctoral scientists at the Vanderbilt University Graduate Leadership Institute.

- January 21, 2021. Dr Carl M. Cohen ran the workshop “**Speaking up: Presenting your message and yourself. Essential presentation skills for scientists and administrative staff.**” For scientific staff of the NIH National Institute on Aging.
- January 7, 2021. Dr. Carl M. Cohen ran the workshop “**Managing your remote team in the era of Covid-19**” for scientific staff of the NIH National Institute on Aging.