

# Job Application Training for PharmaSPO



## Workshop Objectives

1. **Guide participants step by step along a timeline** that takes them from 'I have no job' to 'I have a job'!
2. Equip participants with **tools for confident communication**

## Topics

10 am - 5 pm (26.06.2025)



1. Making **Impactful First Impressions**. Refining your presence for a memorable introduction.
2. Clarifying **your interests and aspirations**: What do YOU really want?
3. **Role Plays - Job Interviews**: Delivering compelling messages, handling questions, process and salary negotiations.
4. **Follow-up**: Handling pushback and planning next steps.

## Methods

1. **Interactive Classroom**. Content will be presented in a mix of lectures, discussions, case studies, role-plays and group work
2. **Case Studies**. All skills will be implemented and practiced with the help of role plays for participants to prepare, discuss, negotiate, debrief and receive feedback on challenging negotiation situations.



# THE TRAINER

## Svitlana Kalitsun

Svitlana is a negotiation advisor, intercultural competence trainer, and lawyer from Vienna, Austria. With over 15 years of experience, Svitolana has navigated countless high-stakes negotiations as a lawyer for leading law firms and counsel at multinational corporations.

Svitlana's training clients range from founders to Fortune 500 firms, leading law firms on 3 continents as well as listed companies in a wide range of industries.

Svitlana trains academic staff at WU Vienna, JKU Linz, and the Ukrainian Catholic University in Lviv, Ukraine. At the latter university, she lectures in the Master's program.

From 2019 to 2020 she led a rhetoric club called Vienna Speakers Club. The club's speakers won awards for best evaluation and best spontaneous speech in Austria-wide competitions. They also placed in the top three in the international speech competition with 6 other European countries.

Svitlana often acts as a judge in international competitions. Since 2016 she has been actively involved in the start-up scene in Vienna and Berlin as a mentor, and a judge. She is also a recognized ISO-certified coach, coach, author, and Forbes contributor.

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