



## The ECPA “*Insights*”

***Advancing your career (and salary!) in public affairs***

**Tuesday 29 September 2020, 11.00-12.30**

Virtual Venue: a link will be sent to the registered participants

### **Sponsored by Dober Partners**



**Dober Partners**  
Executive Search  
& Consultancy

This interactive webinar is aimed at employers, employees and candidates in public affairs. The discussion will focus on careers in corporates, associations and consultancies in Europe. We will address the following topics:

- A career in European public affairs
- Desirable knowledge, skills & personality traits
- Impact of coronavirus on the public affairs jobs market
- Typical compensation & benefits
- Negotiating a fair salary – from an employer’s and candidate’s perspective
- How to work with recruiters
- The importance of articulating “Motivation” to advance your career
- Defining your own and your team’s career goals
- How to be a successful lobbyist
- Creating your own style as an influencer and communicator
- Self-awareness and how to adapt yourself to different audiences

### **Panellists**

- **Mark Dober**, Managing Partner of Dober Partners
- **Barbara Gallist**, Professional Coach, formerly a lobbyist, lawyer and Head of European Office of the German Insurance Association
- **Catherine Piana**, Professional Coach, NLP Master Practitioner & current Director General at the Confederation of European Security Services (CoESS)

For full panellists’ biographies: [www.doberpartners.com/coaching/](http://www.doberpartners.com/coaching/)

**Registration: [christophe.lecureuil@theecpa.eu](mailto:christophe.lecureuil@theecpa.eu)**

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