

## Effective networking conversations

This workshop is all about Networking as a conversation skill. An effective network increases your visibility and chances on cooperation, jobs, and professional friends. Having a large and interesting network makes you more hireable.

We distinguish between two types of network conversations: 1. You meet a stranger at for instance a conference, and want to make acquaintance and find out if you could be of professional interest to each other; 2. You know whom you are going to talk to and you have a specific goal. Both types of conversations require very different preparation and execution. We use the perspective of negotiation to practice both variations, in line with your career and acquisition strategy.

With the help of a professional training actor, we practice various elements. For instance: how to approach someone at a meeting or conference; how to break into a conversation among people; how to create interest in what you do and who you are; how to persuade someone to set up a cooperation; how to capitalise on such encounters. Your individual wishes will be taken into account with the use of intake forms.

This fun and slightly chaotic workshop will help you to increase your professional visibility and networking effectiveness!

### About the trainer

Dr. E. Cocheret de la Morinière founded ElroyCOM in 2005. ElroyCOM consists of more than 20 trainers and actors who are all academics and who specialize in training scientists. Please refer to [www.ElroyCOM.nl](http://www.ElroyCOM.nl) for more information.