Networking Skills for researchers

Understandably, many of us find the prospect of networking uncomfortable, so we will explore what it takes to network effectively and to see how our own personalities can actually be an asset, even if we are not naturally extrovert or self-confident in social situations.

This interactive one-day workshop is designed for PhD students and postdocs who would like to network more effectively with a range of professional contacts, to support their development in academia and/or the jobs market. We will explore all aspects of networking: what it means and why it is a key skill in professional life.

Registration by 4th of May to: siri.by@ntnu.no (please do note which center you are connected to)
### Programme

**Session 1: Understanding networking**
- **0830** Welcome and introduction to the workshop
- **0840** What is networking? How do we feel about it?
- **0910** People and networks
  - What communications channels can and do we use?
  - Networking as a human skill | psychological contracts | effort, achievement and reward | passive and active networking
- **0945** The networker’s personality
  - Five personality dimensions
- **1000** Break

**Session 2: Networking toolkit**
- **1020** Self-assessment exercise
- **1040** Planning and creating your networking strategy
  - Setting your networking objectives | Who should be in your network? | How will you reach them
- **1145** Networking pitfalls, perils and war stories
- **1205** Briefing for Get your Story Straight exercise
- **1220** Lunch

**Session 3: Practical networking**
- **1310** Get your Story Straight exercise
- **1330** Practical tips for networkers
  - Dealing with anxiety | breaking into/leaving a group | introducing yourself | cultural differences | the dangers of email
- **1400** Introducing a Live networking event: the conference...
- **1410** Live networking event: the conference...
- **1510** Feedback and results from the Live networking event
- **1545** Summary of the day
  - Key points | golden rules | action plan
- **1600** Evaluation, hand-outs, close
By the end of this workshop, participants will:

- Understand what networking means: what it is, what it isn’t, why we should do it, and the real objective
- Have explored the interpersonal skills needed to be an effective networker
- Understand how our own personality influences our natural approach to engaging with other people – and how we can work with and adapt our inherent characteristics to become more successful
- Know how to plan and implement a personal networking strategy: who will be in your network and the communications channels you’ll use to interact with them, including social media
- Have learned new and practical tips for networking effectively and getting the most from your networking opportunities
- Know how to recognize and manage the four main pitfalls and problems with networking
- Have practiced face-to-face networking in a group setting and become a more skilled and confident networker

About the presenters

Dr Alison Campbell (OBE) is Director of Knowledge Transfer Ireland (KTI), the Irish national office responsible for policy, practice and the performance of the country’s knowledge and technology transfer system. Having started her career in the biotech industry, she has held various academic industry interface positions, including CEO of the Medical Research Council Technology, UK, and at King’s College London where she led technology transfer and research support. Alison has served as a non-executive director on a number of companies and acted as an international advisor to government departments.

Robert Marshall provides training, coaching and advice in negotiation, conflict resolution and management development for a wide range of private and public sector clients Worldwide. He has worked as Director of Research & Business Services at the University of East Anglia, Head of Technology Transfer at the University of Cambridge, and before that in manufacturing management, research management and as a quality manager. Robert has many years of practical experience in the successful negotiation of commercial contracts and agreements, and a longstanding professional interest in the psychology of the workplace, staff motivation and dispute resolution.