

Visible & influential: networking effectively

Target group:

PhD students and post-doctoral fellows wishing to either boost their networking skills to advance their career prospects or interested in making the most of international conferences.

Objectives:

This workshop helps participants develop networking skills for professional meetings and international conferences by identifying opportunities for becoming more visible and influential.

Description:

Participants practice for specific academic contexts (research meetings, international conferences and academic symposia) to develop strategies to come into contact with senior scientists and professional "movers and shakers" within their research field. Throughout the workshop, participants will be guided through interactive exercises to improve their long-term strategic networking competences. A healthy mix of theory and practice provides them with the opportunity to learn how to approach, engage and build up a relationship with key professional figures so as to become both more visible and influential in one's own academic field.

Contents in brief:

- Strategic thinking: your long-term objectives and the steps to get there.
- Your surroundings: understanding the roles played by different individuals.
- Basic tenets of conference etiquette: key dos and don'ts.
- Concise and effective introductions: "the elevator pitch".
- Intercultural issues: understanding how to deal with different cultures.

Methodology:

- Role-play and real-life situations.
- Theoretical sessions to understand.
- Hands-on exercises for practicing.
- Video: recording and reviewing (when applicable).
- Both group and individual feedback.

Trainer:

Dr. Matteo Garavoglia was educated at the universities of London (SOAS), Paris (Sciences Po) and Berlin (FUB). He has lived in twelve countries across the world and is fluent in English, French, Spanish and Italian with a working knowledge of German and a basic understanding of Portuguese. Dr. Garavoglia is currently the Italy Program Fellow at the Centre on the United States and Europe at the Brookings Institution in Washington DC. He is also Research Associate at the Centre for International Studies at the University of Oxford and serves as Adjunct Professor at Johns Hopkins University's Paul H. Nitze School of Advanced International Studies. His research focuses on European Union humanitarian assistance, development aid, election observation, democracy support, human rights, migrants and refugees. Dr. Garavoglia worked with Impulsplus for a number of years and provides workshops on the following subjects: "Almost there: preparing for the viva defence"; "Team communication: key roles and intercultural contexts"; "Rhetoric and speaking in public: an introduction to theory and practice"; "Leading teams in academia: multiple perspectives for greater effectiveness"; "Visible and influential: networking at conferences and across cultures"; "Just landed: an introduction to life and academia in Germany".