

Networking Workshop - Skills to Succeed

Workshop for Academics

Networking – Is it more than a buzzword?

How can we form professional relationships? And what roles do communication and listening play into these inter- and multidisciplinary relationships? Do you want to know why we network in the first place and how we can get the most out of our connections?

I love to share my insights with you!

As a trained mediator, science communication trainer and communication network researcher, I have countless pieces of evidence and stories to help you improve your networking skills for your career success.

The workshop includes:

- Scientific evidence on effective factors for strategic communication and relationshipbuilding in professional networks.
- Reflections on reasons for networking, supporting decisions for areas and strategies to invest one's energy.
- Exercises on active listening and shifting perspective with partners, giving participants the opportunity to consciously practise developing trust and empathy.
- Know-how and best practice examples on communication strategies.

Terms

This workshop can last 3 hours to 1 day depending on your needs. An online option for the workshop is available via Zoom and on-site workshops are available as situations permit. The workshop is for up to 20 participants. Alternatively the workshop content can be taught to individuals via coaching sessions. The workshop language is English.

Please contact me via rosmarie.katrin@impactdialog.com to talk about further details of your needs and we will find a way to meet them.

A full day Networking Workshop

Identifying your Networking Goals

We look into the questions: What are your networking goals? What is the message each of you wants to get across? How can you do this successfully?

Networking Analysis

We use social network analysis tools to identify your existing and potential networks, so you know who your target groups are and who to engage.

Self-marketing Tools and Social Media

In order to market yourself and create a personal brand, we will address offline and online tools (social media platforms will esp. focus on LinkedIn and Twitter). We will evaluate stories of success and failure and discuss potential risks, so you are equipped to build your personal impact strategy for success.

What empowers impactful communication?

As a trained mediator I will take you on a journey to change perspective and the power of active listening, enabling you to create win-win outcomes with your network partners. This includes the identification of potential conflicting interests and empowers you to build trust and credibility.

Engagement Strategy, Tracking and Evaluation

We elaborate reasons and tools to track and quantify your impact, to enable you to adapt your impact/outreach/stakeholder/communication strategies.

+ Individual 1-to-1 online coaching sessions

15 min session per person to address specific needs that occurred after the workshop to ensure direct application of the know-how.



Dr Rosmarie Katrin Neumann

I have more than 15 years of interdisciplinary expertise, split between research and practice. Originally trained as a Landscape Ecologist, I have studied in Germany, Iceland, New

Zealand and the UK, and became a trained mediator in

2016. My recent research sheds light on knowledge uptake for decision-making, stakeholder communication networks and effective factors for

successful long-term networking. Working as a researcher and science communication

trainer has taught me how to connect interdisciplinary research and multi-stakeholder

networks across scales. I have more than 11,000 followers on Twitter and am a trained

mediator since 2016.



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