

**BLACK
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DATA —**

**Unlocking
the
Benefits of
Networking**



Breaking the ice...

Get to know someone new in your breakout rooms. Use the following 3 icebreakers as your starter for 10...

- 1. Name, current role, current organisation...**
- 2. Three words that your friends would use to describe you...**
- 3. Dream job & organisation in three years time...**



Networking tips...

Before the event...

Think about your why:

- Why are you attending the event?
- What are you hoping to get out of the situation and therefore what does success look like?

Prepare in advance/do your research:

- Find out as much as you can about the event, the speakers and other attendees (where possible), so you can make the most of your time



Networking tips...

During the event...

- Have some stock questions/ conversation starters but try not to have stock answers
- Find commonality with the person you're engaging with (you're already at the same event, so you already have at least one share interest)
- Ask open-ended questions to keep the conversation flowing
- Offer support before you ask for help
- If do make an ask of some, try to be as specific as possible



Networking tips...

After the event...

- Follow-up
- After the event is over, make sure to follow-up with the people that you want to stay in contact with
- Check-in
- The key to successful networking is maintaining the relationship/connection. Even after you've achieved the goal that you set for the interaction, you should check-in periodically, as you never know what opportunities this might lead to.

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**Thank
you**

hello@blackindata.co.uk

www.blackindata.co.uk