

Speed Networking:

Swiftly reaching your conference goals

20th Annual Conference of the European
Association for International Education

Friday 12th September 2008

Session # 5.05

14.00 pm – 15.30 pm

Building C, Room C101

Swift and sound networking!



A session by:

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Where does speed networking come from?

Based on speed dating and on a Jewish tradition of chaperoned gatherings of young Jewish singles. Originally intended to keep Jewish singles from marrying out of faith



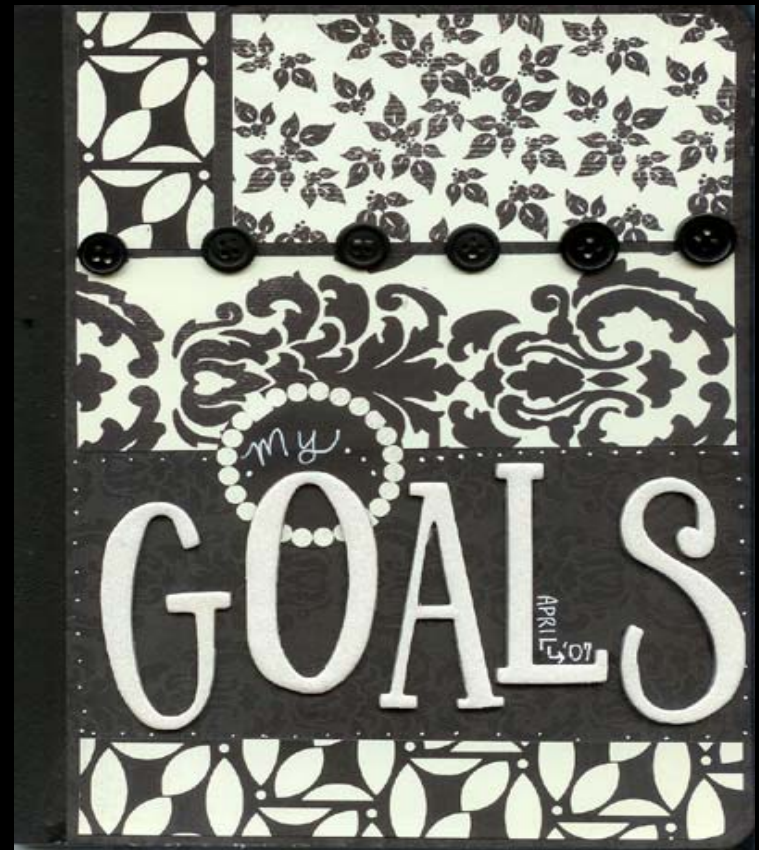
What is speed networking?

The perfect opportunity to meet international education professionals one-on-one in a structured and timed environment!

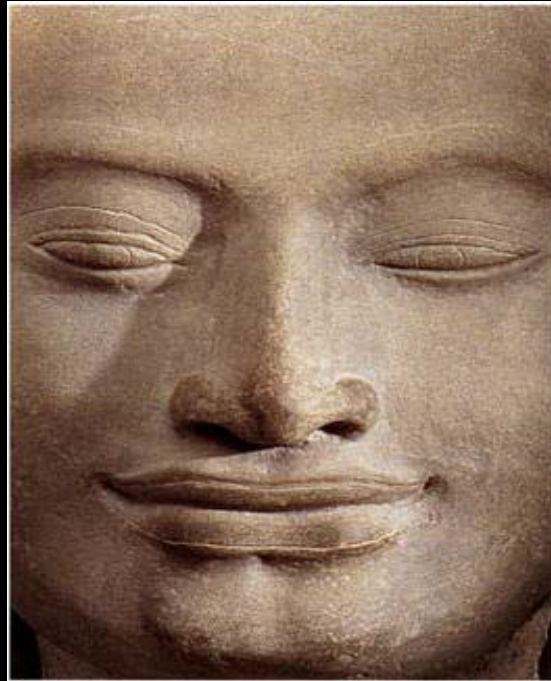


Why speed networking?

To achieve your goals, whether it is to find a partner university, learn about marketing, explore new career opportunities or whatever your current need might be.



What rules apply?



The rules of Karma:
what goes around, comes around!

Core concept: elevator pitch



Imagine yourself moving from floor 1 to 10 (2 min.) and meeting **THE PERSON** you have been wanting to talk to about your new idea/brand/firm/program.

What would you say?

How to form an elevator pitch



CATCHY

CONCISE

CREATIVE

CONTENT RICH

CONNECTIVE

Fact #1:

If you make yourself valuable and memorable, others will want to make you part of their network.

Fact #2:

The real rule of 'give and take' is: before you take, you gotta give.

Fact #3:

Your mother taught you everything you need to know about connecting before you were 10 years old: make friends, play nice, tell the truth, take a bath, do your homework

Rules of the game:



- Devided into 2 groups: A and B
- Made into pairs of two (A x B)
- At 'go': 4 min. elevator pitch (2 min. p.p.)
- Exchange cards (make notes on back of card)
- When buzzer rings: group A: move 1 seat to right. Group B: stay put

Networking Reception

Please feel invited to the
networking reception offered by EAIE!

