



HOW TO NETWORK EFFECTIVELY

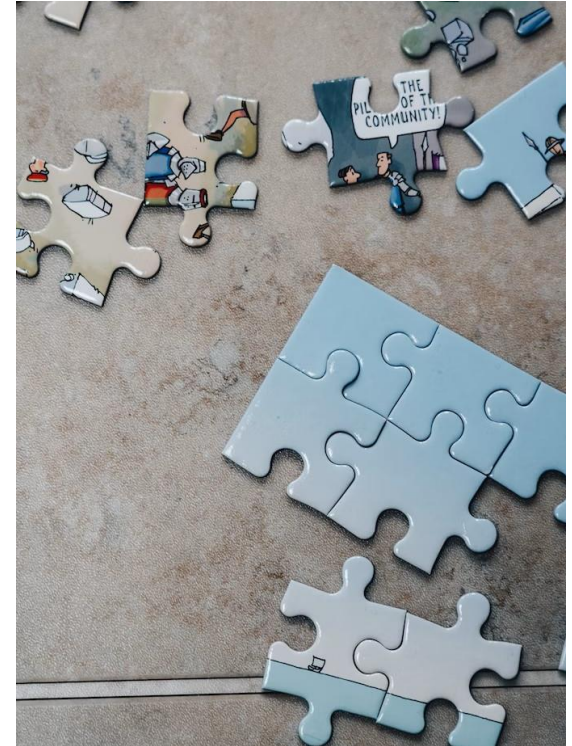
JANKA KOTTULOVÁ, COMENIUS UNIVERSITY IN BRATISLAVA



My career path in brief

Researcher, project manager and trainer:

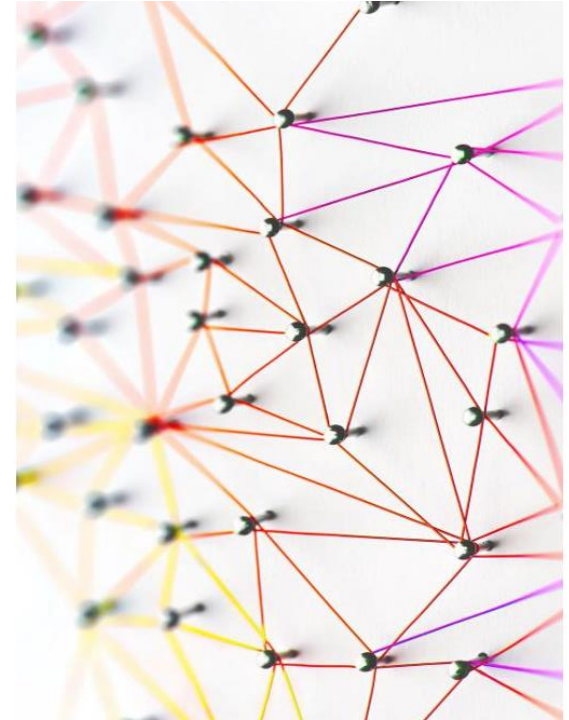
- I started as a project manager for an education NGO
- PhD in Management and work at the Centre for Social innovation at the Comenius University
- After finishing my PhD – job at EURAXESS and getting back to academia as assistant professor at the Faculty of Management
- Year ago I moved to Faculty of Arts – team leader at the Equal4Europe project
- Still working with the EURAXESS network



My current work

Facilitating collaborations an important part of my current job:

- Engaging with colleagues across faculties and disciplines in implementing the Gender Equality Plan of the CU
- Developing knowledge exchange communities
- Creating the networking opportunities with partners beyond academia (e. g. co-organising the matchmaking event for researchers and companies in the Life Science Sector)



Actually one of the reasons why I went to research is that I hoped I could focus on my work and would not need to engage with strangers that much...

Friend of mine

I read “what people like the most about the conferences are the coffee breaks. This is why we decided to organise an (open space) conference - which is just like one long coffee break“

And I thought – Oh my gosh, no!

Actually one of the reasons why I went to research is that I hoped I could focus on my work and would not need to engage with strangers that much...

Friend of mine

She is now about to drive the activities involving colleagues across the whole University

This was one of the most enjoyable conferences in my life

I read “what people like the most about the conferences are the coffee breaks. This is why we decided to organise an (open space) conference - which is just like one long coffee break“

And I thought – Oh my gosh, no!

Networking is an important part of researchers careers

- Important for academic success: research collaborations, joint publications, projects...
- Essential if you think about careers beyond academia: opening new horizons and extending the scope of opportunities
- Facilitating/facilitated by open science and innovation practice
- Crucial for creating impact: engaging the key stakeholders
- ...

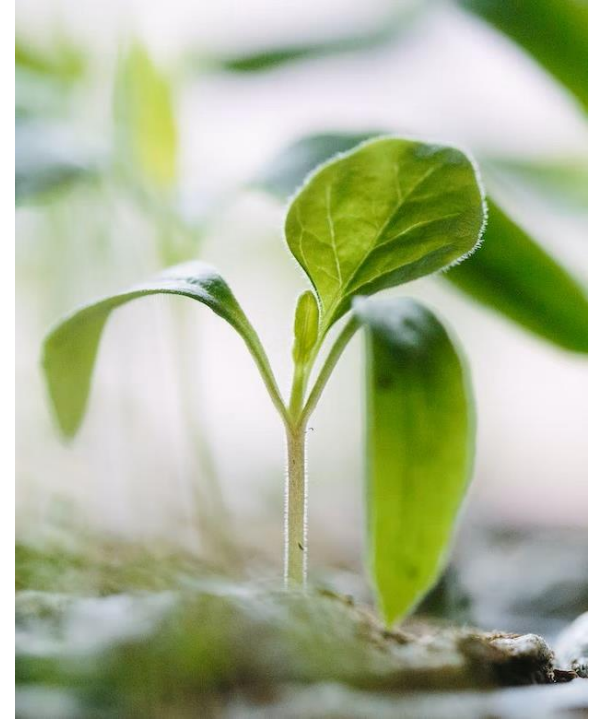
Nurture contacts with people you meet along your journey



**Actively seek for new contacts:
in academia and beyond**

This is a networking time of your life

- Engage with your peers across disciplines
- International mobility is a great networking opportunity
- Benefit from availability of mentoring (don't be afraid to ask your supervisor or mentor for help)
- Stay in touch with your students (e. g. invite them to connect on LinkedIn) - they might (very soon) become your gate keepers



Extend your network beyond academia

- With internet and social media finding the right people isn't difficult, getting in touch with them might be
- Sometimes direct contact works, but it's not the rule
- Are you in touch with your former fellow students and colleagues?
- Benefit from the events where the conversations are facilitated and multiple stakeholders are present (e. g. participative workshops, hackathons...)

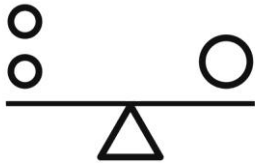


Extend your network beyond academia

- Make yourself noticed: Practice your pitch and think about how to make it relevant for the conversation partner
- But don't make it about yourself only: Be curious and interested
- If you want to connect to someone specific get prepared - e. g. learn about their activities and think about the questions you can discuss together
- Be realistic in your expectations – do not push too much
- Be kind to yourself if it doesn't work out as expected



Do not be afraid to say **YES** to networking opportunities outside of your usual focus and comfort zone. Allow for „happenstance“.



Find the balance that works for you

Do not be afraid to say **NO** to some networking opportunities. Be selective and strategic about your choices.

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
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