

ILTALEHTI

GLOBAL DESIGN FACTORY NETWORK

A? Aalto University
Design Factory

MELBOURNE SHANGHAI SANTIAGO NEW YORK GENEVA

Network with Confidence

Dr Peter Kelly © 2022

Connector, Aalto University

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Who are you?
What do you do?
Should I care?



Know

Do I like you?
Can I relate to you?



Like

Are you an expert?
Can you help me?
Have others had
success?



Trust

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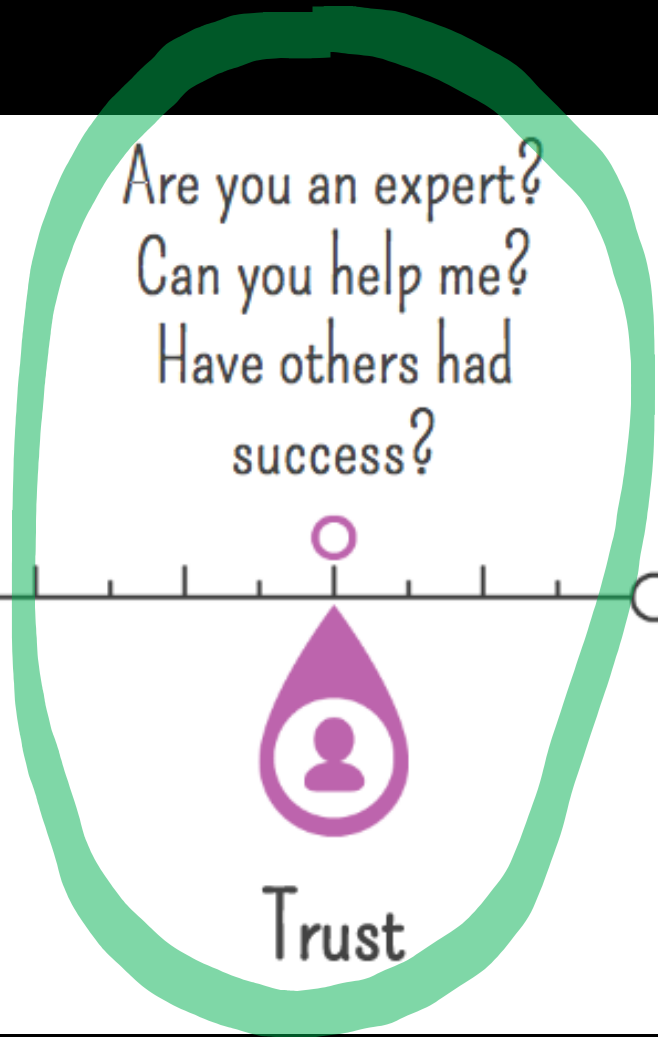


Like

Are you an expert?
Can you help me?
Have others had
success?



Trust





Aalto University
School of Science

Invites You To A
SCI Get Together Lunch

A Bloc Väre, 2nd Floor

31 August 2022 12.15

RSVP - Jouko Lampinen



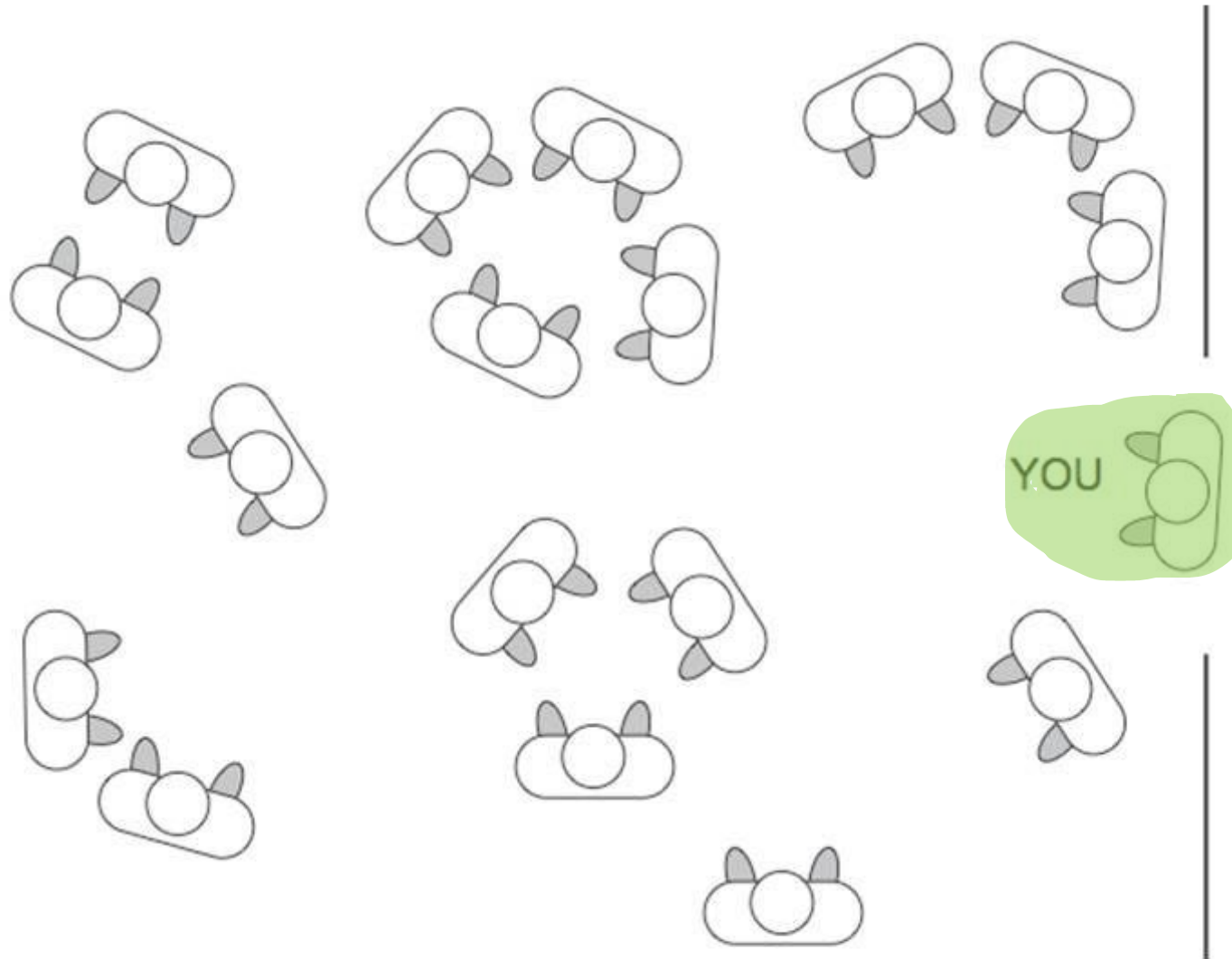


Jouko Lampinen

Preparation

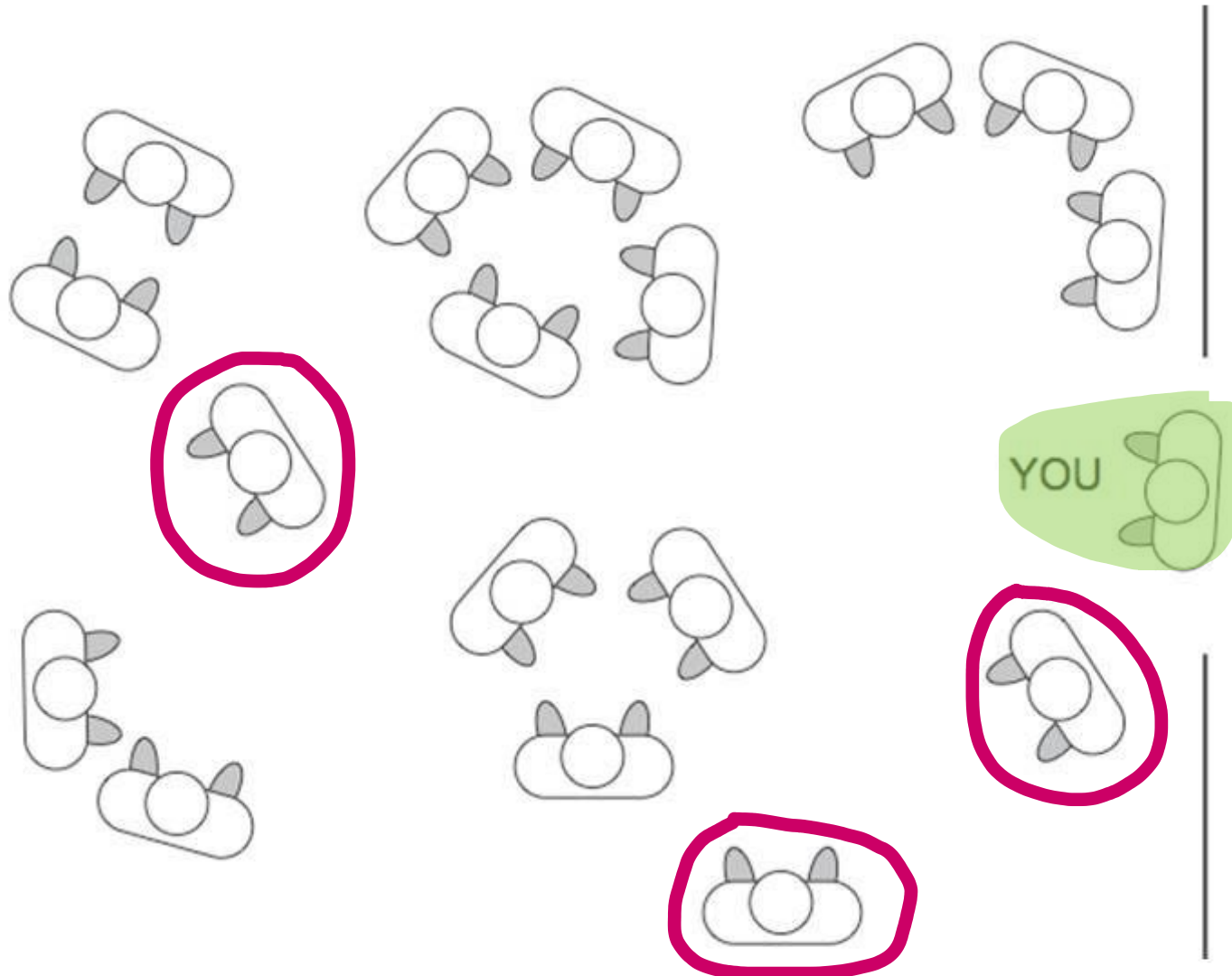
- 1) Who is attending?
- 2) What do I know about them?
- 3) Where is it? How do I get there?
- 4) Business cards and pen
- 5) What is the event format?
- 6) What is the dress code?
- 7) What is the timing?
- 8) Do I need to inform RSVP?
- 9) Small talk tidbits
- 10) **SHOW UP EARLY**

the room “layout”



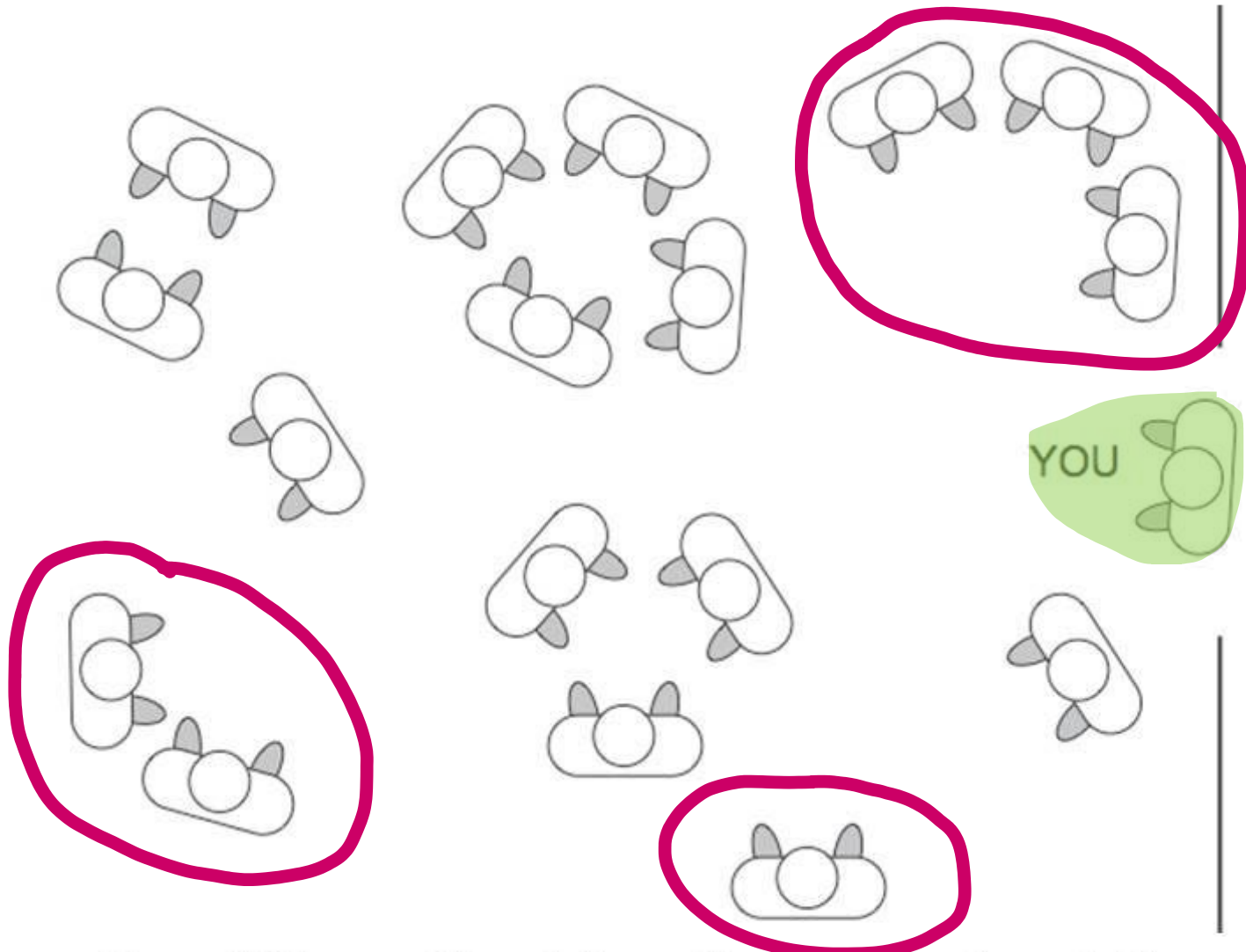
From “*Networking Like a Pro*” by Dr. Ivan Misner

look for “loners”



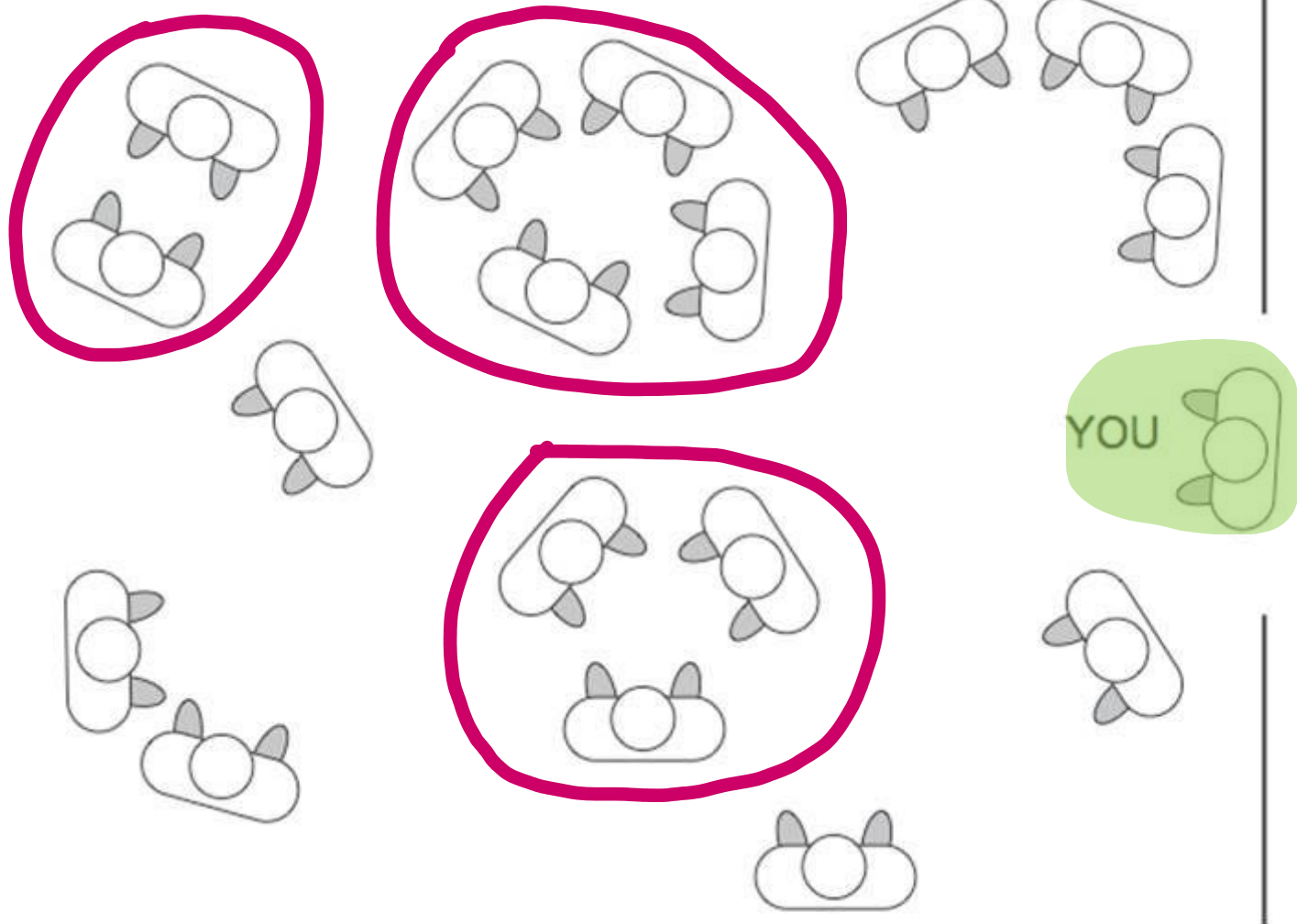
From “*Networking Like a Pro*” by Dr. Ivan Misner

look for “open” groups



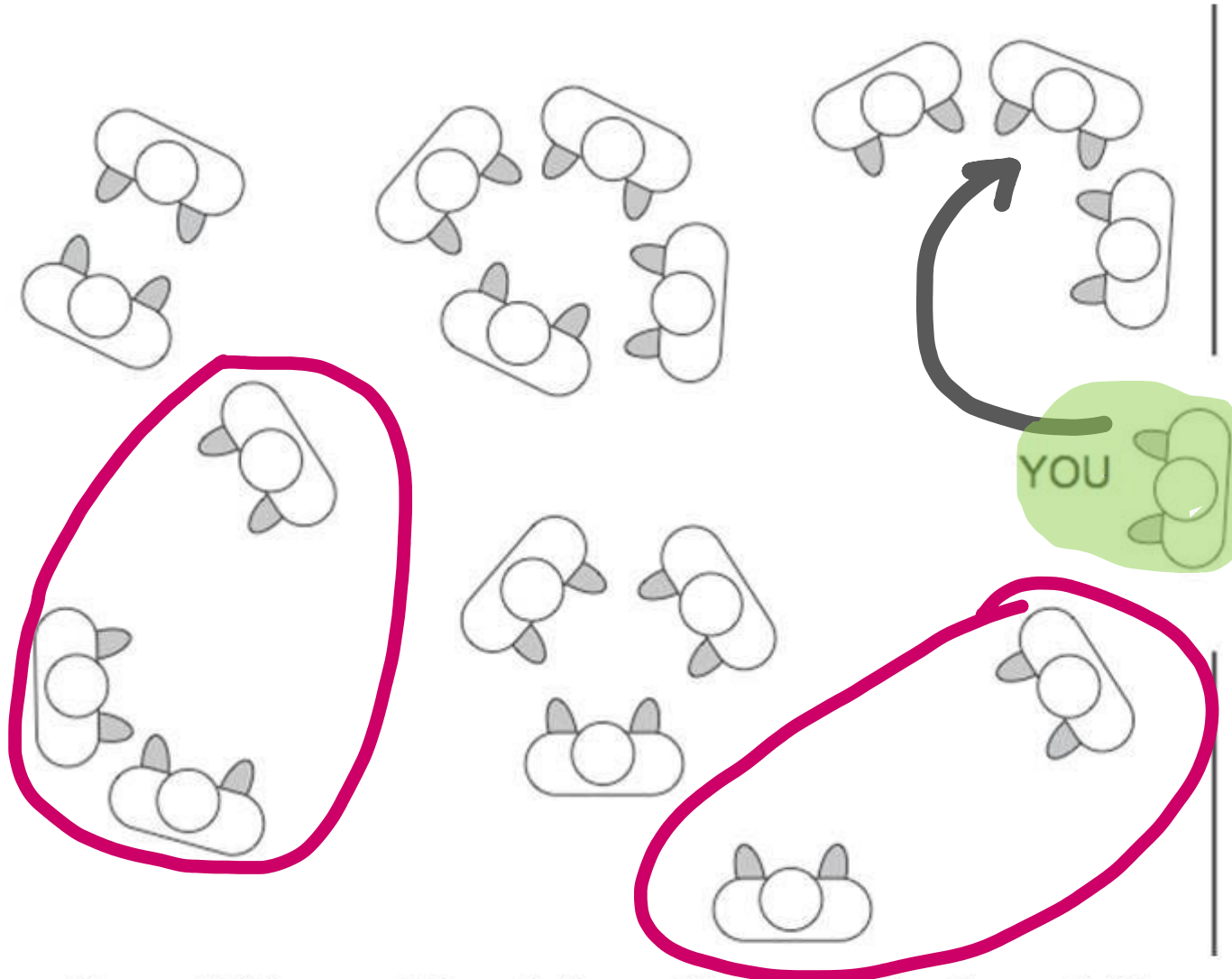
From “*Networking Like a Pro*” by Dr. Ivan Misner

avoid “closed” groups



From “*Networking Like a Pro*” by Dr. Ivan Misner

make your move

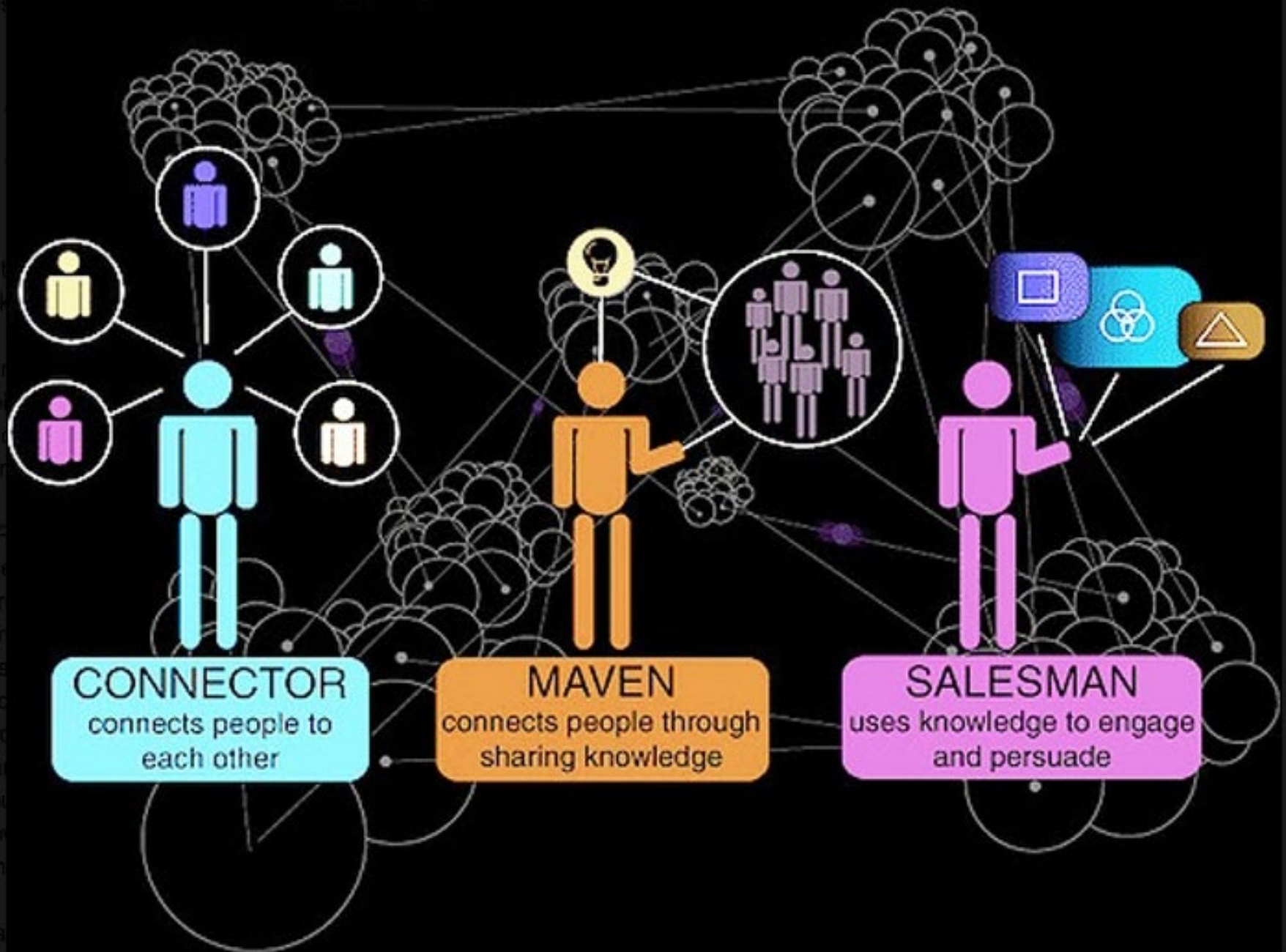


From *“Networking Like a Pro”* by Dr. Ivan Misner



can you spot the openings?

The Tipping Point + The Social Media Network



**So What Do
You Do?**



I am a Senior Lecturer in High Growth
Entrepreneurship at Aalto University



**I help individuals discover & nurture
the entrepreneur within**

**remembering
names**



THE NAME IS BOND
JAMES BOND



THE NAME IS **JAMES**
JAMES BOND



Finns shun first names to be polite

In some cultures, such as in Russia or the United States, using a person's first name often in conversation is considered polite. A Finnish language researcher says she is familiar with the phenomenon and knows why it is not easy for Finns to emulate.





Peter
Kelly







namaste

raised eyebrow



dress
the
part



what can you
talk with
strangers
about?

**In Finland we have
invented more
advanced tools than
small talk**



To break the ice



your home



your job



A person with blonde hair, wearing a white shirt, is sitting in a wooden deck chair on a beach. They are using a laptop. Their legs are propped up on a wooden railing. In the foreground, a large, thick, fallen palm tree trunk lies horizontally across the scene. The background shows the ocean and a clear sky. The word "excursions" is written in a bold, black, sans-serif font on a yellow rectangular background.

excursions

sports
hobbies
interests





current affairs



family

building rapport

is about being

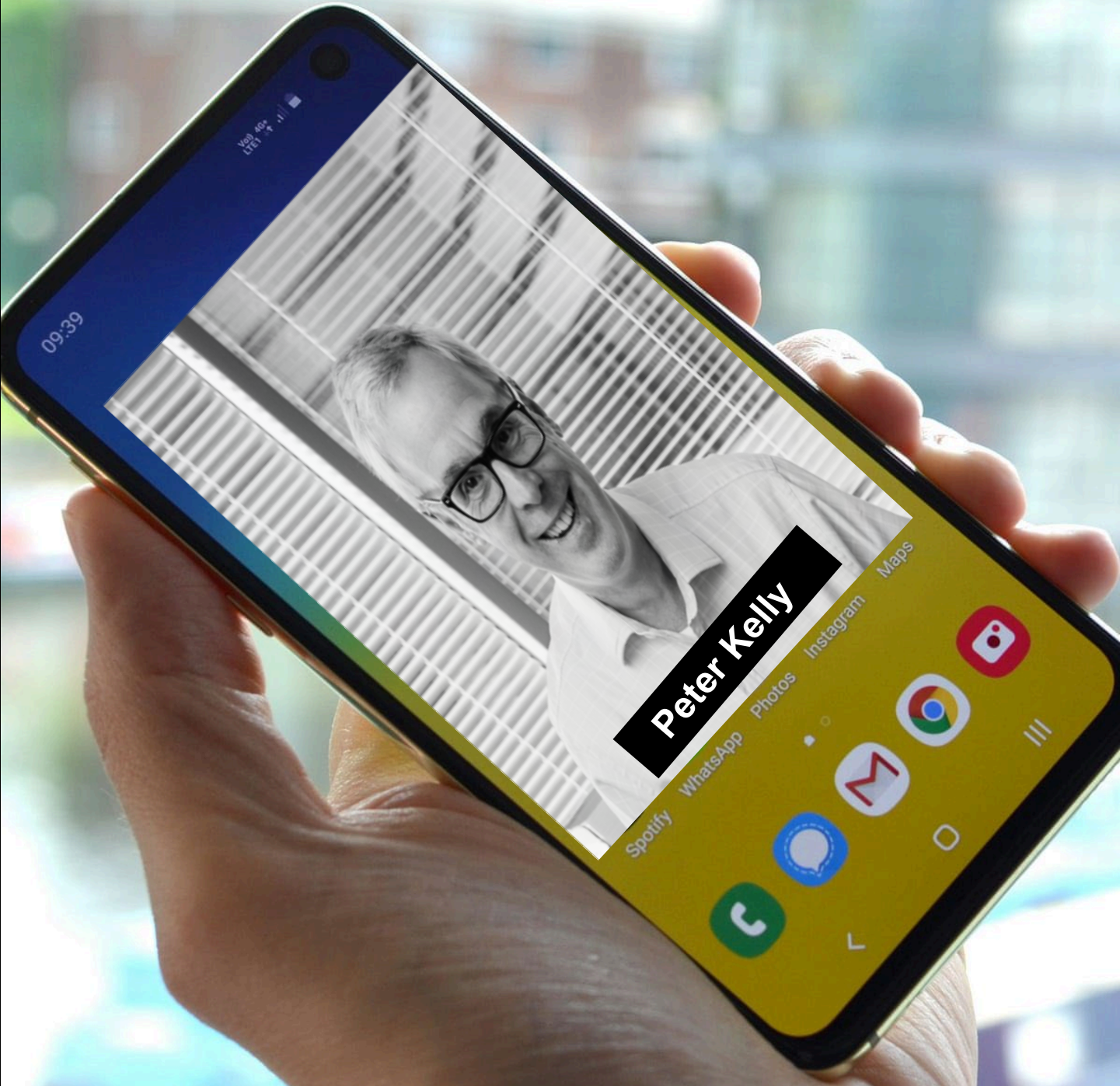
interested

not interesting

ask

pertinent

questions



Peter Kelly

09:39

Spotify WhatsApp Photos Instagram Maps



I know that
you are
seriously
into wine

I know that
your wife's
name is
Tiina

I looked you
up on
LinkedIn and
Google

ask

open ended

questions

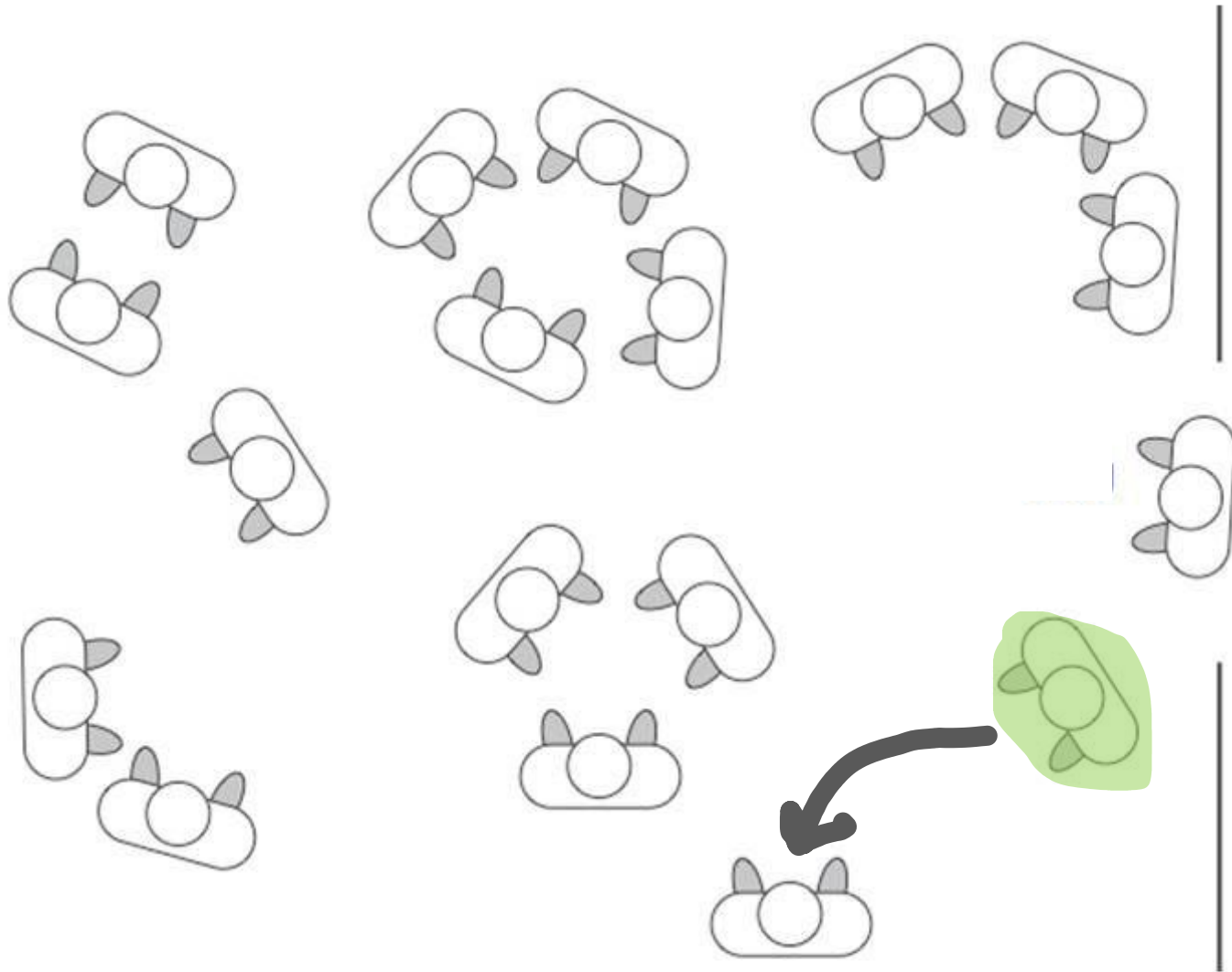
ask any
professor
about their
research

working

the

room

breaking ice with a LONER



From *“Networking Like a Pro”* by Dr. Ivan Misner

Moving On:

Dumping

Moving On:

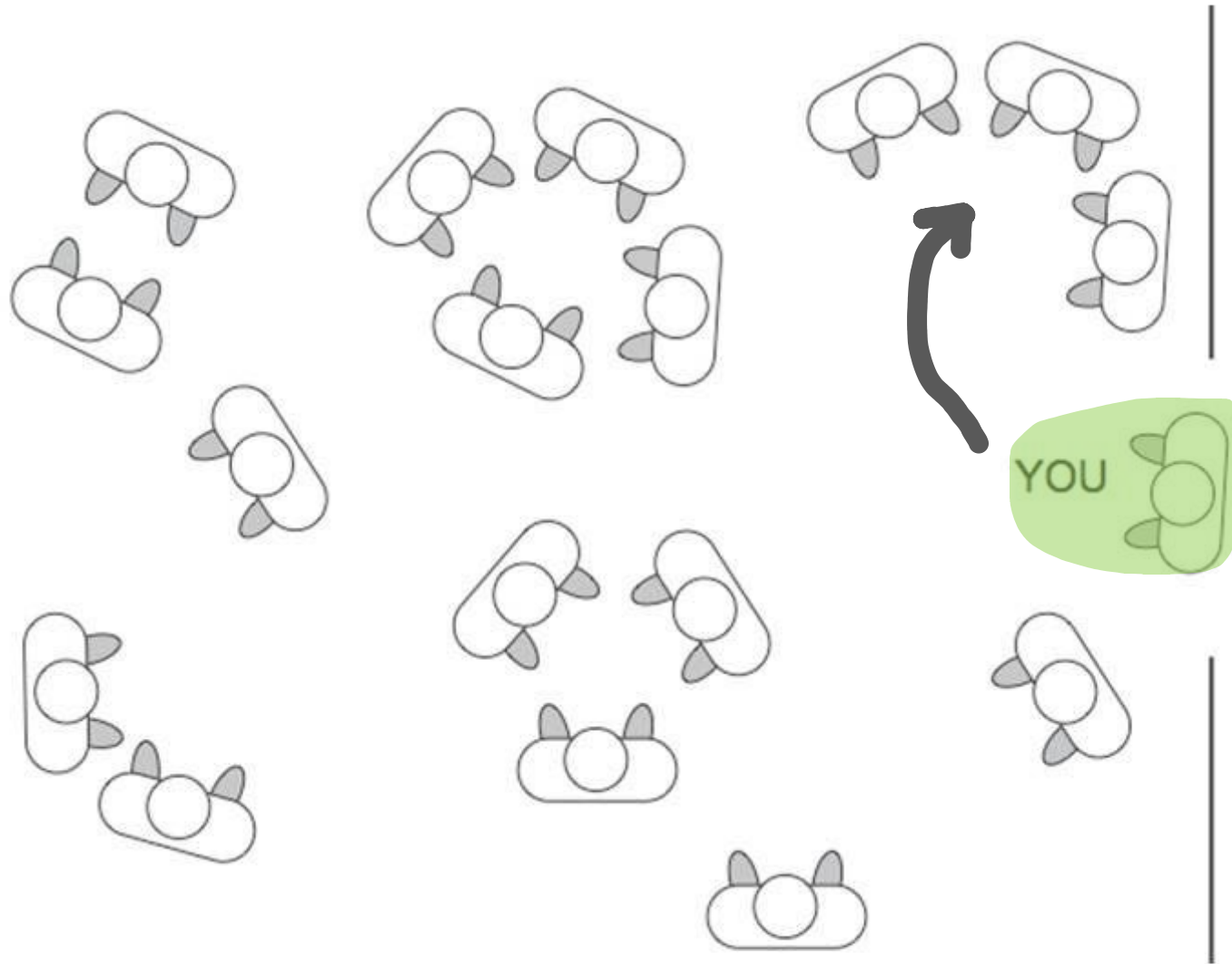
Parking

Moving On:

Cold

Shoulder

breaking the ice with a **GROUP**



From *“Networking Like a Pro”* by Dr. Ivan Misner

Confident & Effective Networkers

- 1) Alert to opportunity
- 2) Attuned to creating value not selling
- 3) Generous givers
- 4) Make the first move meeting new people
- 5) Interesting answer to "what do you do"?
- 6) Remember names
- 7) Good listeners
- 8) Know importance of small talk
- 9) Ask for cards
- 10) Follow up as promised

**So What Do
You Do?**

Peter Kelly

Connector

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Espoo

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