

## Networking for the Academically Inclined

*From memorable first impressions to lasting collaborations.*

### Overview

Networking isn't about small talk, it's about making genuine, lasting impressions that advance research and collaboration.

This session explores the science of interpersonal communication, confidence, and professional rapport, giving researchers at every stage the tools to connect meaningfully within and beyond academia. Participants will learn evidence-based techniques for first impressions, handshakes, and conversation flow, as well as strategies to build relationships that translate into research partnerships and career growth.

The workshop expands into real-world practice, including conference role-play scenarios, strategic networking plans, and feedback on personal approach and style.

### Format Options

- **2-Hour Seminar:** Concise, high-impact training (*ideal for department seminars or lunchtime CPD sessions.*)
  - Typical attendance: 20–60 participants.
  - Maximum capacity: 200 participants.
- **½-Day Workshop:** In-depth, hands-on practice and feedback (*best for departmental retreats or academic training days.*)
  - Typical attendance: 30–50 participants.
  - Maximum capacity for individual feedback: 50 participants.
  - General maximum capacity: 200 participants.
- **Online:** Both the seminar and workshop may be completed online (*however, in-person is the recommend format.*)



## **Professional Series (for lecturers, postdocs, PhDs, and senior researchers)**

### **Learning Objectives:**

Participants will:

- Learn evidence-based strategies for building trust, confidence, and professional presence.
- Develop strong conversation openers, topic transitions, and memorable closing statements.
- Master practical networking skills, including posture, handshake, and non-verbal cues.
- Identify and pursue opportunities for collaboration, funding, and interdisciplinary partnerships.
- Create a tailored strategy for conferences, academic events, and institutional networking.
- Receive personal feedback on participants networking skills (*workshop only*).

### **Outcomes:**

Researchers leave with a practical networking plan, improved confidence in professional interactions, and tools to turn introductions into lasting research collaborations and funding opportunities.

## **Emerging Series (for masters, and undergraduate researchers)**

### **Learning Objectives:**

Participants will:

- Understand how networking can strengthen research, employability, and academic confidence.
- Learn practical skills for initiating and maintaining meaningful academic conversations.
- Gain insights into effective small-group collaboration and communication for projects.
- Practise introducing their work at conferences & university events with clarity and confidence.
- Develop strategies for building professional connections early in their careers.
- Receive personal feedback on participants networking skills (*workshop only*).

### **Outcomes:**

Students leave ready to network effectively in academic and professional contexts, building connections that enhance learning, collaboration, and future career opportunities.