

What's changing for all of us in the 21st century?

- Progress in Science, Technology, ICT, Internet
- We live longer
- We don't work in the same company (4 years as an average)
- We don't live in the same place
- Globalization
- Rapid rhythm of change in the society and economy



HOW SHOULD I NETWORK?

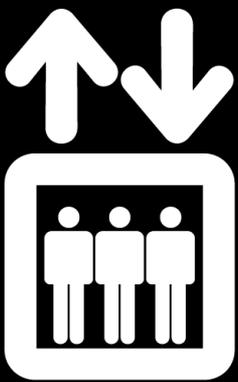
Validate your objectives

Professional

- Specific
- Measurable
- Attainable
- Realistic
- Timely

Personal

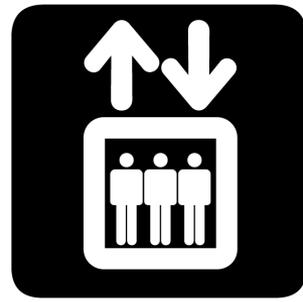
- Specific
- Measurable
- Attainable
- Realistic
- Timely



Prepare your elevator pitch

Make your pitch unique, concise and easy to understand

Exercise now



- Find somebody around you that you don't know yet
- Remember: non-verbal > 50%
- A introduces himself to B
- B introduces himself to A
- B gives a feed-back to A: content, style
- A gives a feed-back to B: content, style

Choose the networks in which
you want to be active

Good Luck, Practice, and Have Fun!

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