

Strategies for Networking at Events



UNI
FREIBURG

Mentoring is about building relationships. On the one hand there is the relationship between mentor and mentee, on the other hand there is the chance to network with students from all over the world and from all faculties and university departments. So that you can successfully establish contacts, we will provide you some helpful strategies for networking at the Intercultural Mentoring Events.

Social gathering:

- Take part in the **Kick-off-Event** where you meet all mentors and mentees
- Get in contact with students from your faculty and all other university departments. You always meet people who might be helpful for you
- During the get-together, advertise your own interests and activities that you bring in and that could be useful to other students as well. Show serious interest for all topics that fellow students mention. Relationships live from giving input and getting something back for it
- Keep creating new points of contact, e.g. make an appointment with other students for the **Socializing Events** or **Intercultural Trainings** that are offered by the program

„The event organized were very nice and welcoming.”
(mentee)

“I liked the info sessions and cultural interaction workshop opportunities.”
(mentor)



Intercultural
Mentoring

Strategies for Networking at Events



UNI
FREIBURG

How to network successfully at events

For some people it is easy to approach others, for others it is more difficult. Regardless which kind of person you are, here are some **helpful strategies** that you can use at different events to **make new contacts**.

1) In Advance: Think about the events that you want to join and be well prepared:

- Sign up to oblige yourself to participate
- Make sure you arrive on time for the event. If there are fewer people at the beginning, you can have a more relaxed and deeper conversation
- Before you go to an event, think about what your event goal is. How many people do you want to address?

2) In the meantime: The following strategies can be helpful during an event to build a solid and reliable network:

- Remember that the quality of new contacts is more important than the quantity of new contacts
- Listen actively and with interest to your conversational partner and ask well formulated questions (→ „Communication Skills Document“)
- Be open and pay attention to your posture. Crossed arms could be interpreted as not being interested. Make eye contact, smile at your partner - if you adopt an inviting posture, people will come to you

3) Afterwards: After an event, it is important to stay in contact with the people you met before:

- Think about with which people you had good conversations and fun
- Contact these people via email or WhatsApp and thank them for the great time you have spend together
- Ask them for a further meeting! For example, you could meet to have a coffee or to go to the cafeteria together

Source: ZACK, D. (2012³). Networking für Networking-Hasser: Sie können auch alleine essen und erfolgreich sein! Offenburg.

Albert Ludwigs-Universität Freiburg - Service Center Studium Intercultural Mentoring

Kerstin Steiger-Merx (Mrs.)

Coordination

Mail: steiger-merx@service.uni-freiburg.de

Web: <https://www.mentoring.uni-freiburg.de/intercultural>

Mentoring

Intercultural

GEFÖRDERT VOM



Bundesministerium
für Bildung
und Forschung

This project is supported by funding from the Federal Ministry of Education and Research under the funding code 01PL16007. Responsibility for the contents of this publication rests with the author.