

# *Getting connected, finding partners ....*

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BICESTER  VISION



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# This session is about

- Why you are here
- What a network is
- How to get connected
- Tips on networking and connections
- Where to find connections
- How about social media?
- Practice exercise.
- ???????



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# Why me?

- ☐ *Business Incubation*
- ☐ *The Oxfordshire Investment Opportunity Network.*
- ☐ *300 entrepreneurs in the Thames Valley/Northants area.*
- ☐ *National Conferences for Innovation in Malta and Germany.....*
- ☐ *Top level executives on leadership, strategy, planning and open innovation.*
- ☐ *Clean and Green Network, Cryogenics Cluster...*
- ☐ *Oxford Entrepreneurs and Venture Fund.*



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# Why are you here?



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# And a little bit of theory...

*according to the gospel of Wiki*

- A social network is:
  - a social structure
  - individuals (or organizations called "nodes")
  - tied (connected) by ..
    - *friendship, kinship, common interest, financial exchange, dislike, sexual relationships, etc.*



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# And the last bit of theory

*according to the gospel of Wiki*

- **A Partnership:**
  - *Arrangements*
  - *Parties*
  - *Agree to cooperate*
  - *Mutual interests*



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# *The gospel according to Placi*

- Network effectively
- create useful memorable connections
- Result!

*“Partnership”*



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# Examples of Networks

- OION, OEI & TVIN
- OBN
- OPS
- 4NETWORKING
- WOMEN IN BUSINESS
- VENTUREFEST



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# Networking?

- Sharing information
- Common interests
- Cultivating people
- Creating mutual beneficial relationships
- **Meeting new people**
- **Learning about how they did it**
- **Finding friends**



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# When meeting/networking



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# Tips & tricks

- Prepare yourself mentally
- Have a plan/goal
- Find out about the audience before hand if not the host
- Find out people in their different groups
  - Individuals, pairs, bigger groups and interact



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# And some Tips & tricks

- Be clear and interesting!
- How about the connector?
- Open questions
- It is also about who that person know.



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# More Tips and Tricks

- Wear your badge on the right hand side
- Strong hand shake
- Don't play with food and drink at the same time if possible
- Look after your appearance and your breath
- Don't corner people



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# More Tips and Tricks

- How about the business card?
- Follow through quickly and effectively ([linkedin](#))
- **ANYONE'S TIP?**
- But most importantly it is about your personal networking pitch.
- You have 20 seconds to pick their interest, how do you do it?
- Let's have fun!!



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# Let's have fun

1<sup>st</sup> Pick their interest

2<sup>nd</sup> Give them a solution to a problem

3<sup>rd</sup> Quantify or Case Studies

4<sup>th</sup> Be passionate and enthusiastic



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***Thank YOU!!!!***

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