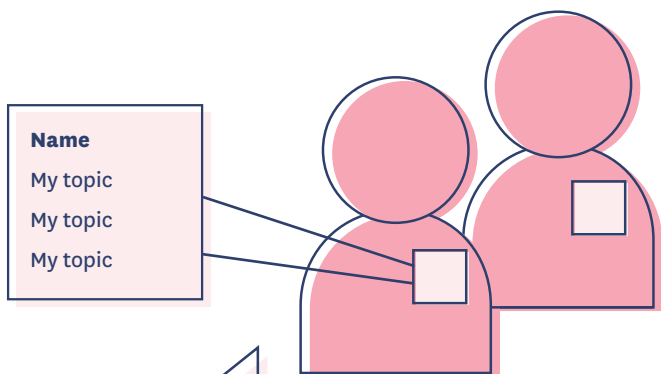


## 12 minutes of focused dialog

- 01 **Before networking:** Write down your own name and topics you'd like people to talk to you about on a sticky note.
- 02 **While networking:** Get together with someone you haven't met before and make a note of the topic shown on their name tag. Choose the topic you find most interesting and explore it based on the questions. After six minutes, indicate your appreciation and switch roles.



- We will spend six minutes asking each other:
- How did you come to be involved in this topic?
  - If I wanted to delve deeper into your topic, what would I have to know?
  - What book, magazine, podcast would you recommend?
  - Who else should I talk to about this?

- Engage in the moment spontaneously.
- Inspire the other person to explore fresh ideas.
- Express your appreciation.

## Three minutes of network documentation

- 03 **After networking:** Spend three minutes on your own noting down things to remember and what the topics are on which you might like to pursue dialog further. Get ready to meet the next person.

**Spend three minutes making notes on the following:**

Topic: \_\_\_\_\_

Recommendations for: \_\_\_\_\_

More in-depth inquiry: \_\_\_\_\_

Materials: \_\_\_\_\_

People: \_\_\_\_\_

Why would I like to stay in contact with this person?

**Thank-you card**

Thank you, what I found especially thought-provoking was ...

**Contact details:**

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**Note:** Follow up with a thank-you postcard or an e-mail to the individual concerned. This is a means of reflection and a way of rounding off the dialog by showing your appreciation.