

Consortium Building HORIZON 2020

Successful Networking

Making and Using Contacts I.

Ways of Finding Partners:

- *Existing Contacts*
 - ✓ most effective
 - ✓ most reliable and predictable (worked together previously)
 - ✓ but: often not suitable for a planned project (especially when looking for complementary skills)
- *New Contacts*
 - ✓ more risky
 - ✓ but: several forms of assistance
 - ✓ easier to find suitable partners for a planned project

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Making and Using Contacts II.

Making Use of Existing Contacts:

- Keep your contacts informed
- Do not disappear after a project is finished
- The importance of personal (face-to-face) meetings



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Making and Using Contacts III.

Establishing New Contacts

Motto: Be Proactive

- advertise! (well-edited profile is essential)
- search:
 - CORDIS Projects and Results
http://cordis.europa.eu/projects/home_en.html
 - Network services: National Contact Points (NCP's), European Enterprise Networks (EEN)
 - Information days and brokerage events
 - profile-related conferences (speakers, audience)

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How to Get Help I.

National Contact Points (NCP's)

- nationally organized network of experts by subject areas
- services include assistance in partner search (usually relying on their own databases and partner search tools)
- dissemination of calls for expressions of interest and calls for proposals through various channels
- organization of training sessions (good way of meeting potential partners)
- Organization of brokerage events

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Partner Search Tools I.

- NCP's networks (by subject area):
SC2: <http://www.ncp-biohorizon.net/>
- Participant Portal
http://ec.europa.eu/research/participants/portal/desktop/en/organisations/partner_search.html
→ organisations registered, validated and partner/coordinator in funded projects
- Brokerage event websites

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Communication and Contact Follow-Up I.


Tips for Effective Written Communication

- Be precise
- Be specific
- Use informative data to support your argument
- Use good formal English (save informal talk for receptions)
- Avoid fillers and self-praise
- Know your audience! (Commission OR scientific community OR wider public)

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Communication and Contact Follow-Up II.

How to Keep Contacts Alive

- Know the right channels:
 - Face-to-face meeting
 - E-mail
 - Phone call, online telephone (VoIP) applications, telephone conference
 - Online forum
- Communicate regularly and reliably (answer on and in time; let your partners know if you are on a leave)
- Remember: words are not enough  *show* your dedication

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Examples to Follow

Be especially *precise* and *reliable* during your first project and:

- Leave a good impression in partners
- Get invited to participate in new projects
- Find similar new partners who seek through informal channels



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Examples to Avoid

Some *don'ts*:

- Promise everything but never deliver
- Ignore deadlines
- Stay out of reach—especially around deadlines
- Always know better, ignore others' experience and opinion
- Try to solve a difficult problem without experience



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Some More Practical Tips

Be **proactive**:

- Do not wait for partners to find you: you should go out and find them
- Ask for help and utilise whatever information is available (NCP, online resources)

