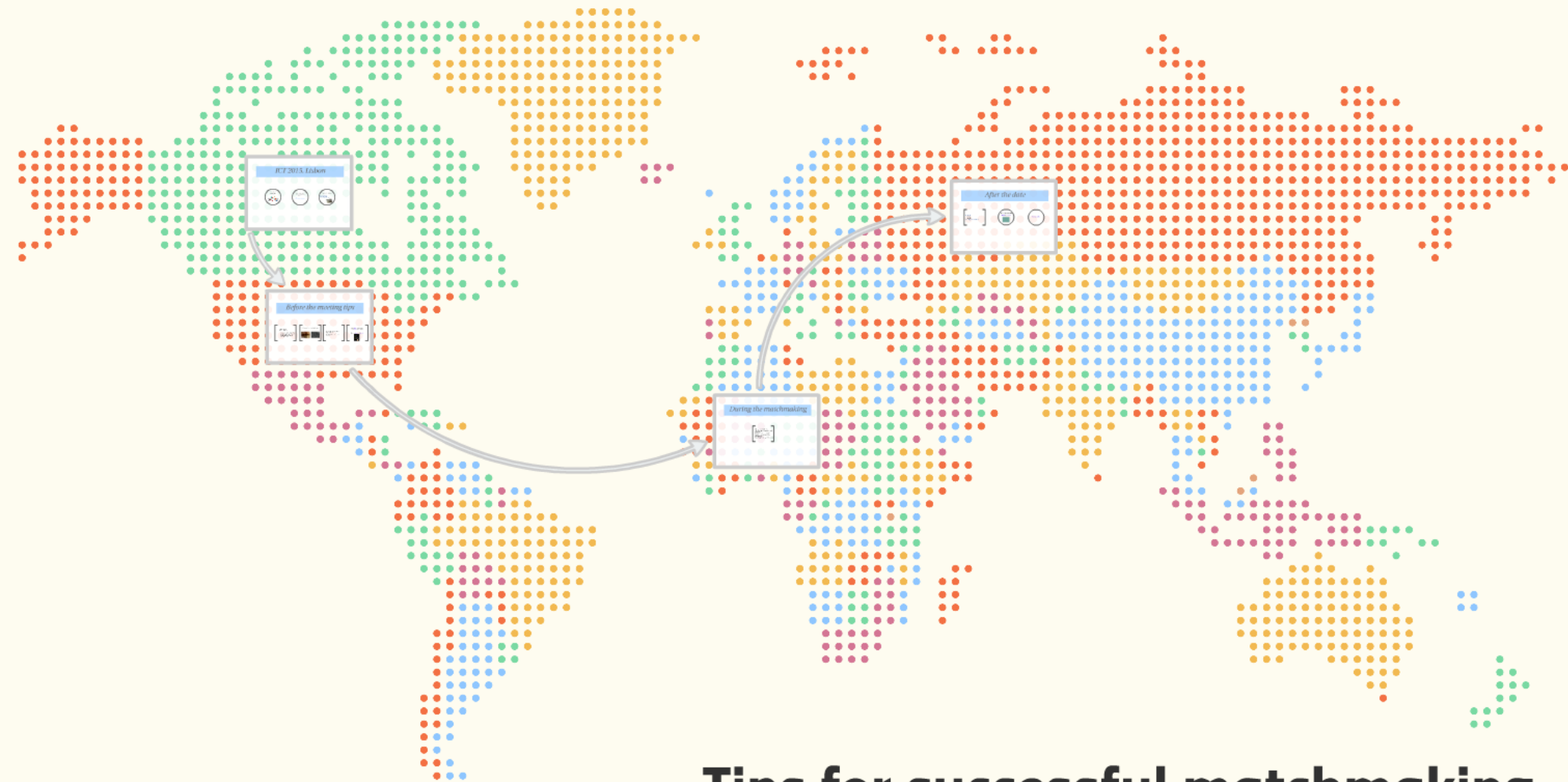
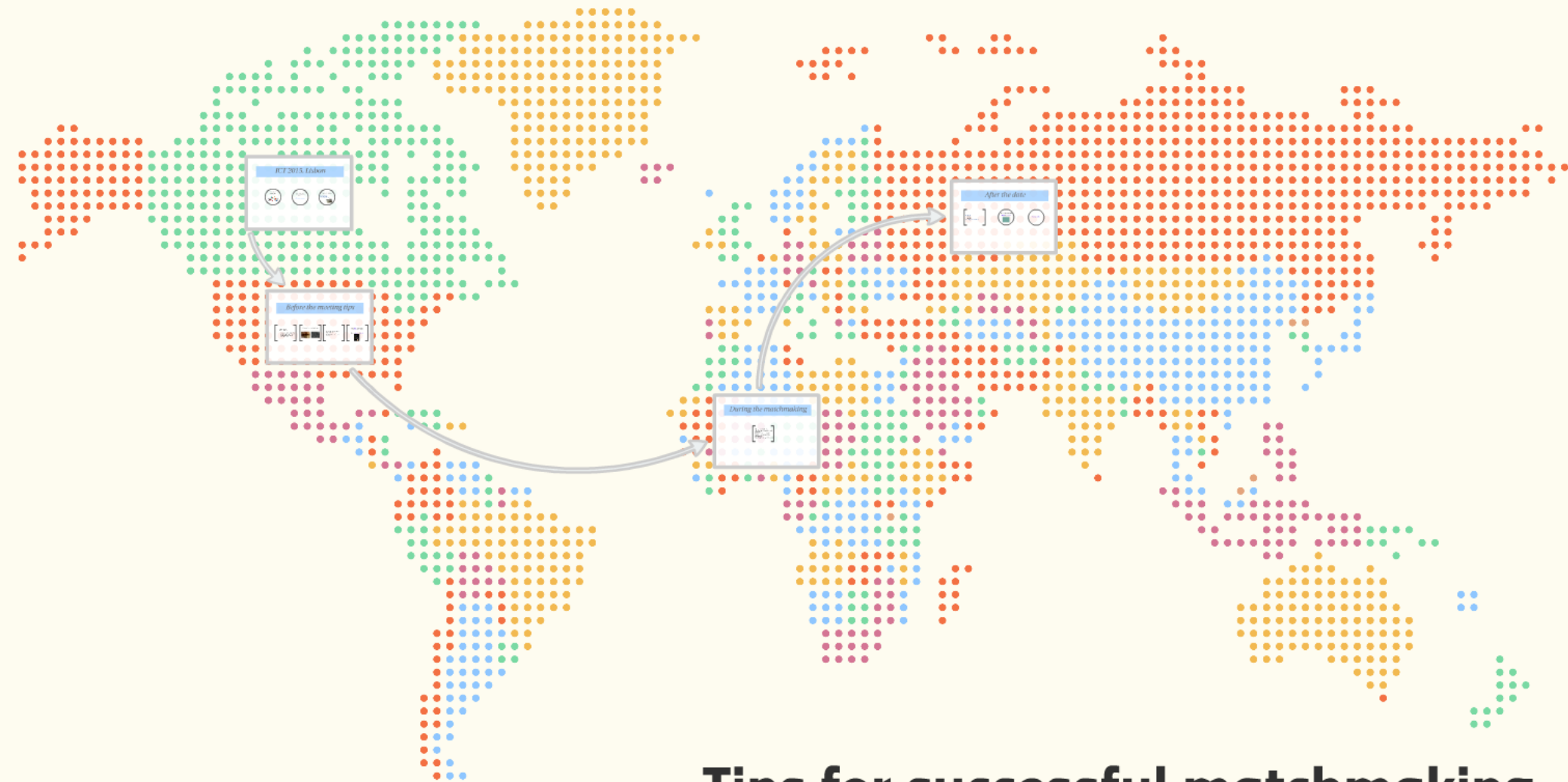




Tips for successful matchmaking

Almudena Carrero, FECYT-MINECO



Tips for successful matchmaking

Almudena Carrero, FECYT-MINECO

ICT 2015, Lisbon

Bilateral meetings

953 Participants
4215 Meetings 4215



*You are having a
date so.....*

Let's get prepared

Having in mind that

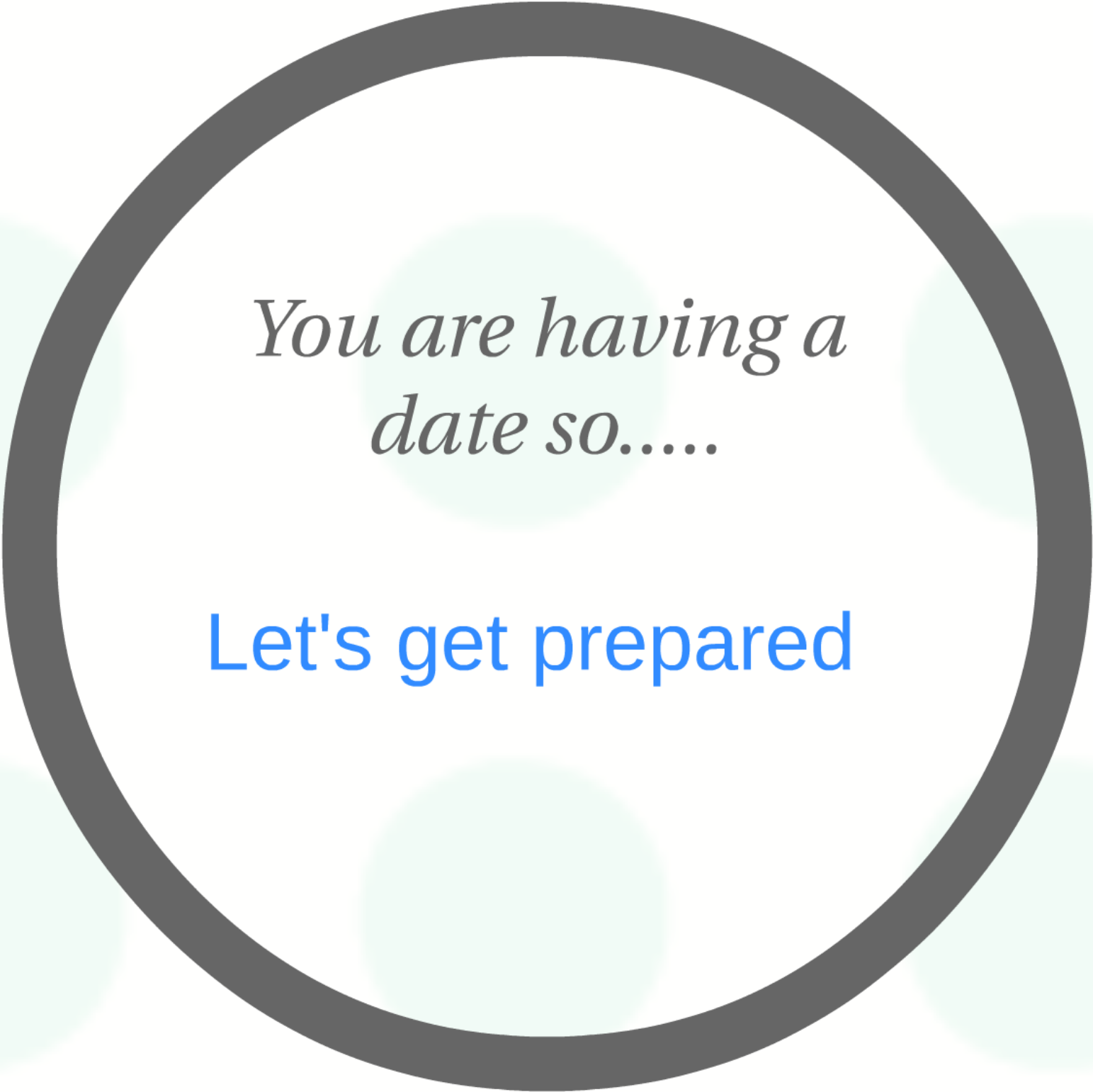
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Before the meeting tips

- Set your **Goal**
- Dedicate time to:

- Prepare a high quality **profile**
(50 to 150 times more visited)
- **Investigate** (who are you going to meet?)

What makes you different?



Plan questions and answers (to the expected questions)

And...your "elevator pitch", always following...

The **KISS** principle

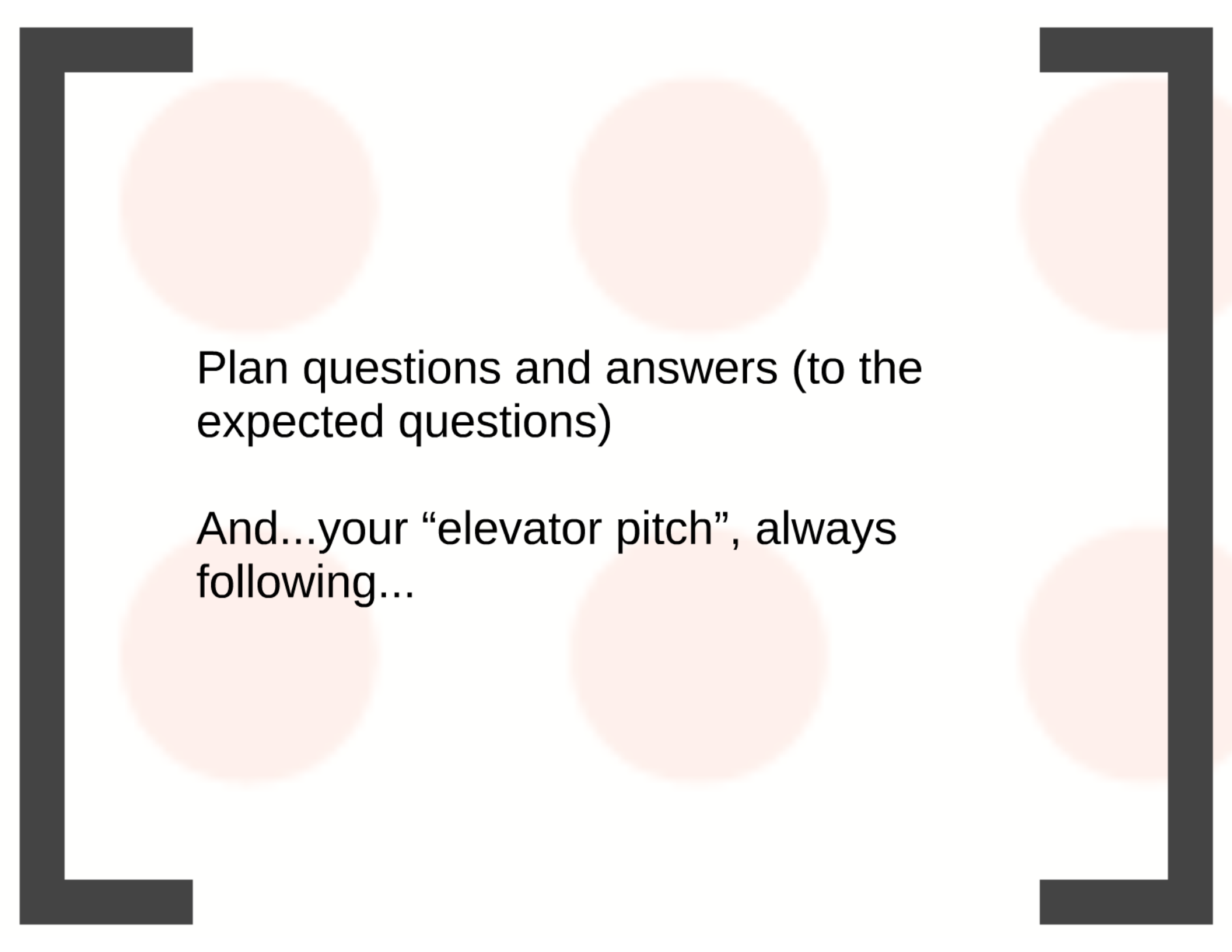
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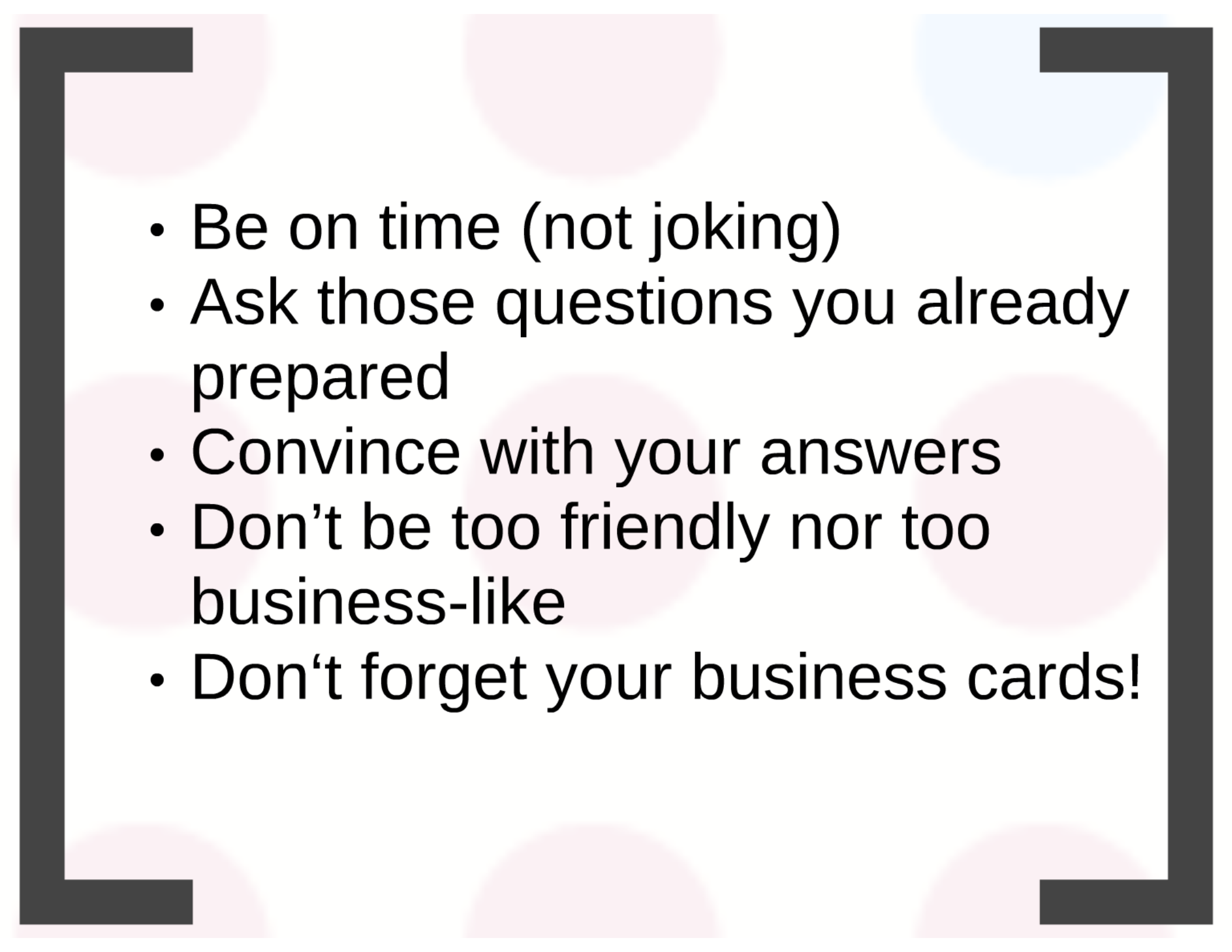
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During the matchmaking

- Be on time (not joking)
- Ask those questions you already prepared
- Convince with your answers
- Don't be too friendly nor too business-like
- Don't forget your business cards!

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After the date

Follow-up

- E-mail
- LinkedIn

Be ready for the hard work

During our informal matchmaking

Enjoy & practice



¡Buena suerte!

Follow-up

- **E-mail**
- **Linkedin**

Be ready for the hard work

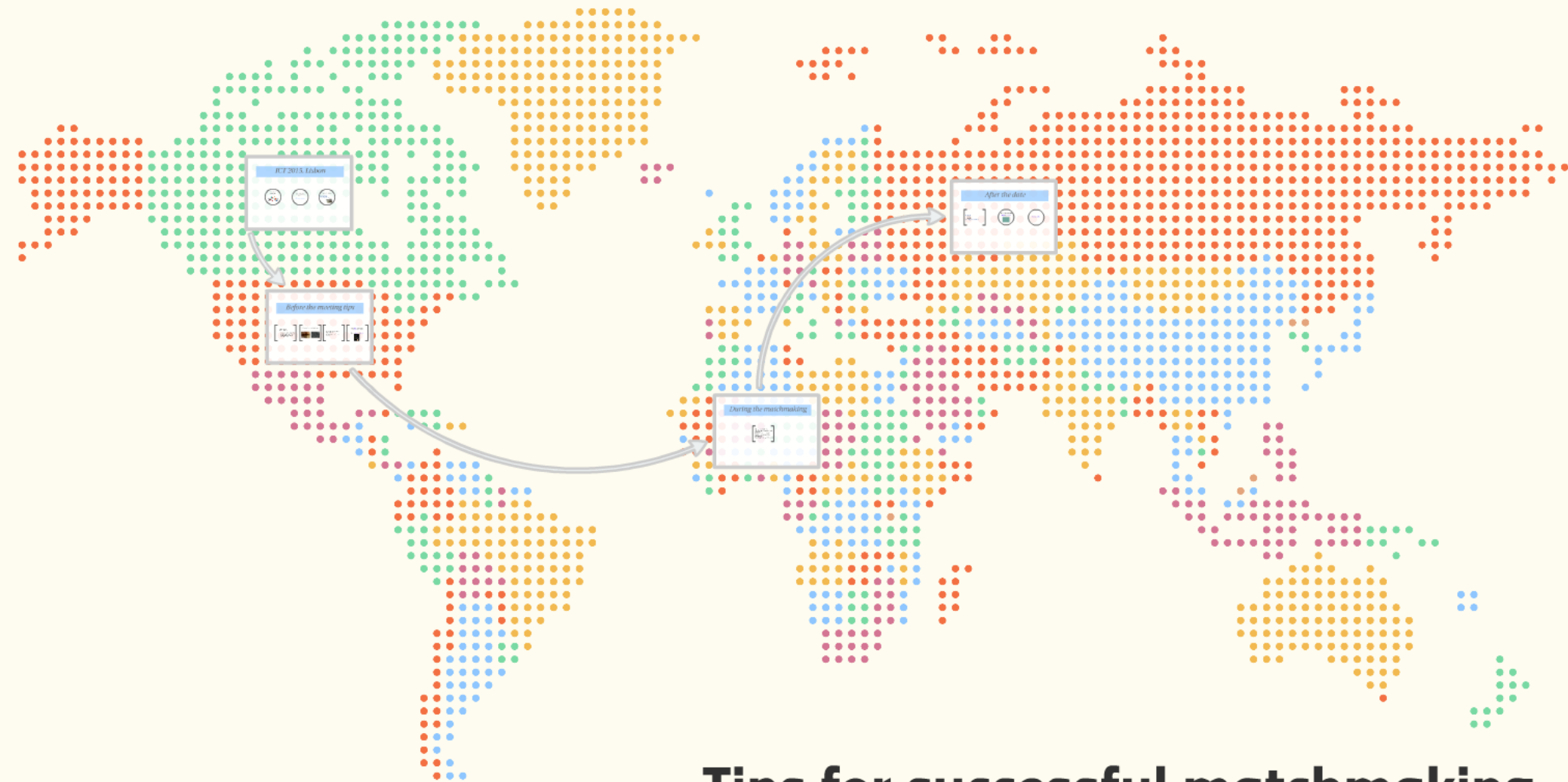
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