



connect...innovate...create

How new partnerships and fresh thinking are inspired by international partnerships and collaborations

- A common purpose, and an effective setting allow for the sharing of information, ambitions and aspirations.....[the connection](#)
- After the connection come the practical realities of establishing links, of building and maintaining trans-national relationships. These can lead to the sharing of best practice, national and international study tours, collaborative working across cultures, countries and continents.....[the innovation](#)
- This innovation paves the way for formal international projects, published research, new methods of intervention and ultimately an improved and enhanced quality of residential life...[the creation](#)

Visit the links below for an overview of how current initiatives spanning North America to Europe are benefiting from a range of international networks and partnerships

	www.euroarc.net www.leonardodavinci.fi/publications/LdV_95-99_finalreport.pdf+umbrella+workbook+leonardo&hl=en http://www.scottishthroughcare.org.uk/content/templates/?a=111&z=0
	www.myrinc.com
	www.reclaiming.com www.poughkeepsieschools.org
	www.kibble.org www.mencancare.org www.kibblefostering.org

Graham Bell Chief Executive Kibble Education and Care Centre Paisley Scotland
Mel Kennah Executive Director Moncton Youth Residences Inc New Brunswick Canada
Lesley Fuller Projects Development Manager Kibble Education and Care Centre Paisley Scotland

Connect..... Innovate.....Create

Workshop at the 46th International FICE Congress Glasgow, Scotland, September 2004:

Graham Bell Chief Executive, The Kibble Centre Paisley **Scotland**

Mel Kennah Executive Director, Moncton Youth Residences Inc New Brunswick **Canada**

Lesley Fuller Projects Development Manager, The Kibble Centre Paisley **Scotland**

TOP TIPS FOR NETWORKING AT INTERNATIONAL EVENTS

In travelling, a man must carry knowledge with him, if he would bring home knowledge **Samuel Johnson**

- ❑ You have to **talk** to people!
- ❑ But... you also have to be prepared to listen
- ❑ You might **learn** as much from your fellow participants as from the conference program
- ❑ Take the initiative – make the first move. Be bold! **Take the risk!** You have nothing to lose but your time
- ❑ Plan ahead – look at the delegate list and seek out people who work in similar areas to yourself
- ❑ **Don't** stay with people you know
- ❑ Step outside your own comfort zone
- ❑ Think what **you** can offer other people
- ❑ Bring your business card or some information on your organization
- ❑ Take **notes** as you go. You will soon forget who you met where and when
- ❑ If you are with colleagues, take a strategic approach to networking with other delegates
- ❑ Remember people love to talk about what they do!
- ❑ Try and soak up as much of the **buzz** and chatter as you can but don't let it become a distraction
- ❑ Managers need to create a **budget** heading – conferences make a valuable contribution to research and development

Connect..... Innovate.....Create..... continued

The innovation point is the pivotal moment when talented and motivated people seek the opportunity to act on their ideas and dreams **W. Arthur Porter**

- ❑ Being sociable makes you feel good
- ❑ Conferences are all about **connectivity** – connecting and chatting lets you filter more information
- ❑ Discussion helps the learning process
- ❑ This is just the beginning...many other opportunities exist outside the conference venue
- ❑ Superficially there are differences but the core of your activities are common
- ❑ Learning, networking, training and professional development at the **individual** level contribute to the **knowledge base** of the organization as a whole
- ❑ Open and transparent organizations will have staff who are open and receptive to new ideas, approaches and information
- ❑ Staff can learn incrementally how to do these events/travel
- ❑ Compare your networking technique with hitting the **Send** and **Receive** button on your email. Whatever you give you usually get back ten-fold
- ❑ The exchange is inspiring to all who participate
- ❑ More incisive thinking is possible on international visits as you are not constrained by your own culture
- ❑ The conference environment allows a higher degree of questioning and fewer assumptions
- ❑ You need to be in **work** mode and **socializing** mode
- ❑ Networking is a developmental process – the initial contact leads to further introductions and expanded discussions

A Few Points to Ponder.....

- ❑ Be aware of the **cultural** issues when approaching other delegates
- ❑ You can't always fast-track. 3 profitable conversations are better than 10 half finished ideas
- ❑ In some countries information sharing takes place in formalized settings but the initial contact has to start somewhere! These opportunities will **not** be scheduled for you in the conference environment
- ❑ **Jet-lag!**
- ❑ The intensity and change of routine can be very tiring
- ❑ Be realistic! Not everyone can do international travel or socializing or moving rapidly to thinking in a new context
- ❑ Senior staff should be conscious of the capacity and resilience of staff they send to events
- ❑ Your **“real”** work never goes away – it is always ticking in the background
- ❑ “I am not worthy!” An inferiority complex can be a barrier to contributing to an event
- ❑ Stress and tiredness often blur rational thinking. Think before you speak or you might derail the opportunity
- ❑ You can work **too hard** at working!
- ❑ Harnessing and managing all the information can be difficult at both individual and organizational levels
- ❑ How do you sustain effective networks? “low maintenance contacts” are best which can be reunited if an **opportunity** arises.

Always remember, it is not trespassing to go beyond your own borders

Dewitt Jones

We hope you found these tips useful, but welcome your contribution too! If you would like to add your own insights please contact:

graham.bell@kibble.org or mkennah@myrinc.com or lesley.fuller@kibble.org