Lecture on the incubation center networking

19 January 2022

CHITOSE GROUP

Challenges incubation centers facing

Lack of knowledgeable persons

Lack of business **knowledge, mentors**

Lack of knowledge of IP and tech transfer

Lack of network

Lack of network with private sector

Lack of network with supporting organization

Shortage of financial support

Limited **funding** availability

Limited facility (such as internet, PC...)

Lack of attractive program

Unsustainable incubatee **interest**

High dropout rates

Utilization of external partners

What is networking?

Just connect with external parties and exchange contact is not networking

Incubation center Private sector

Networking is building a relationship of trust

Incubation center Private sector
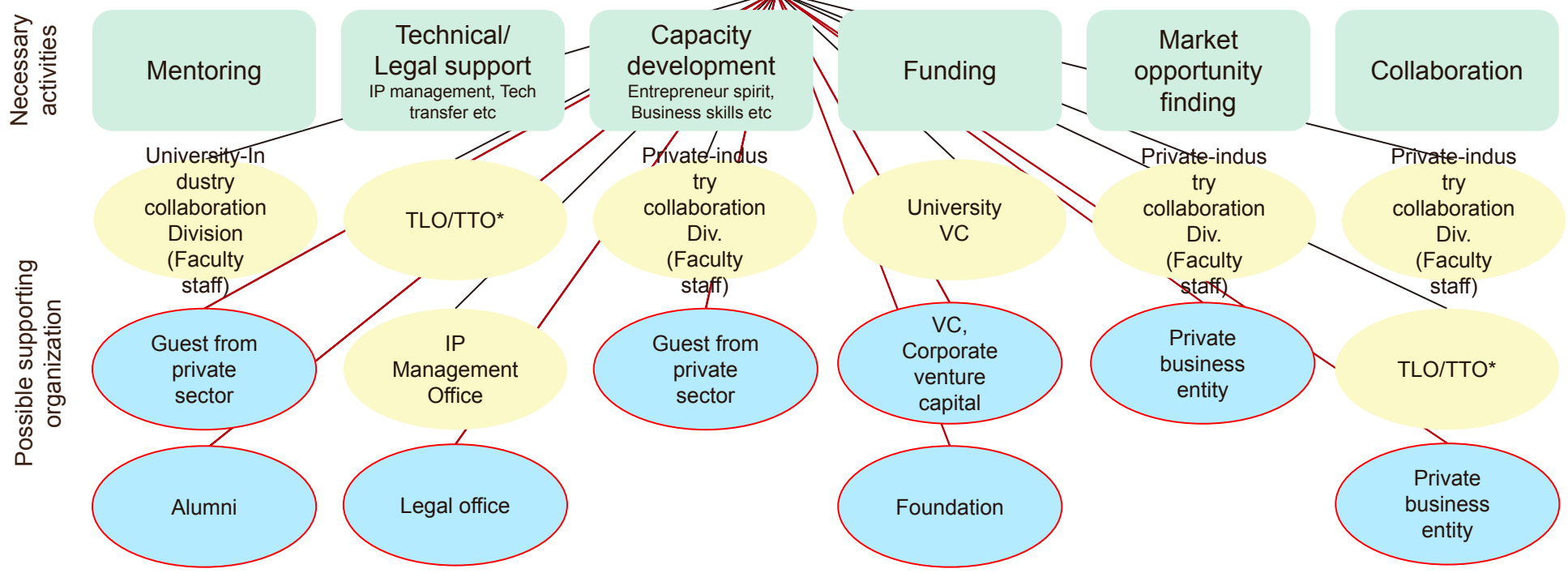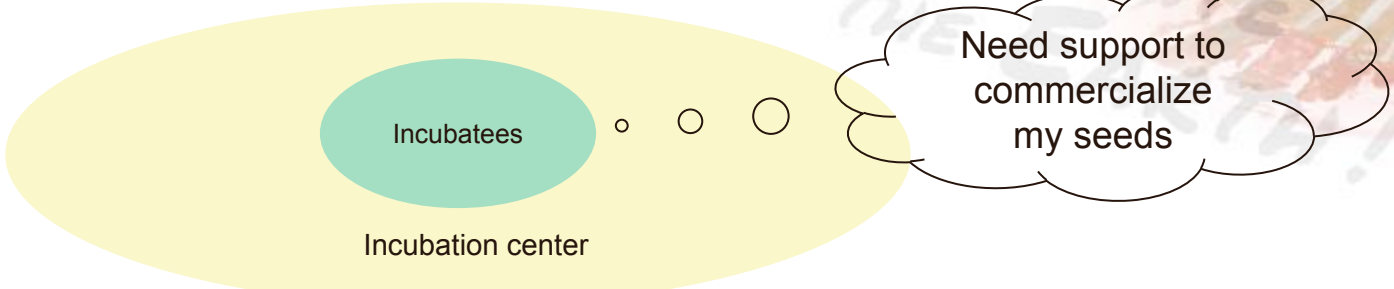
How did they develop a network?

Ministry

Farmers

Japanese winemaker

Business enterprises

Citizens
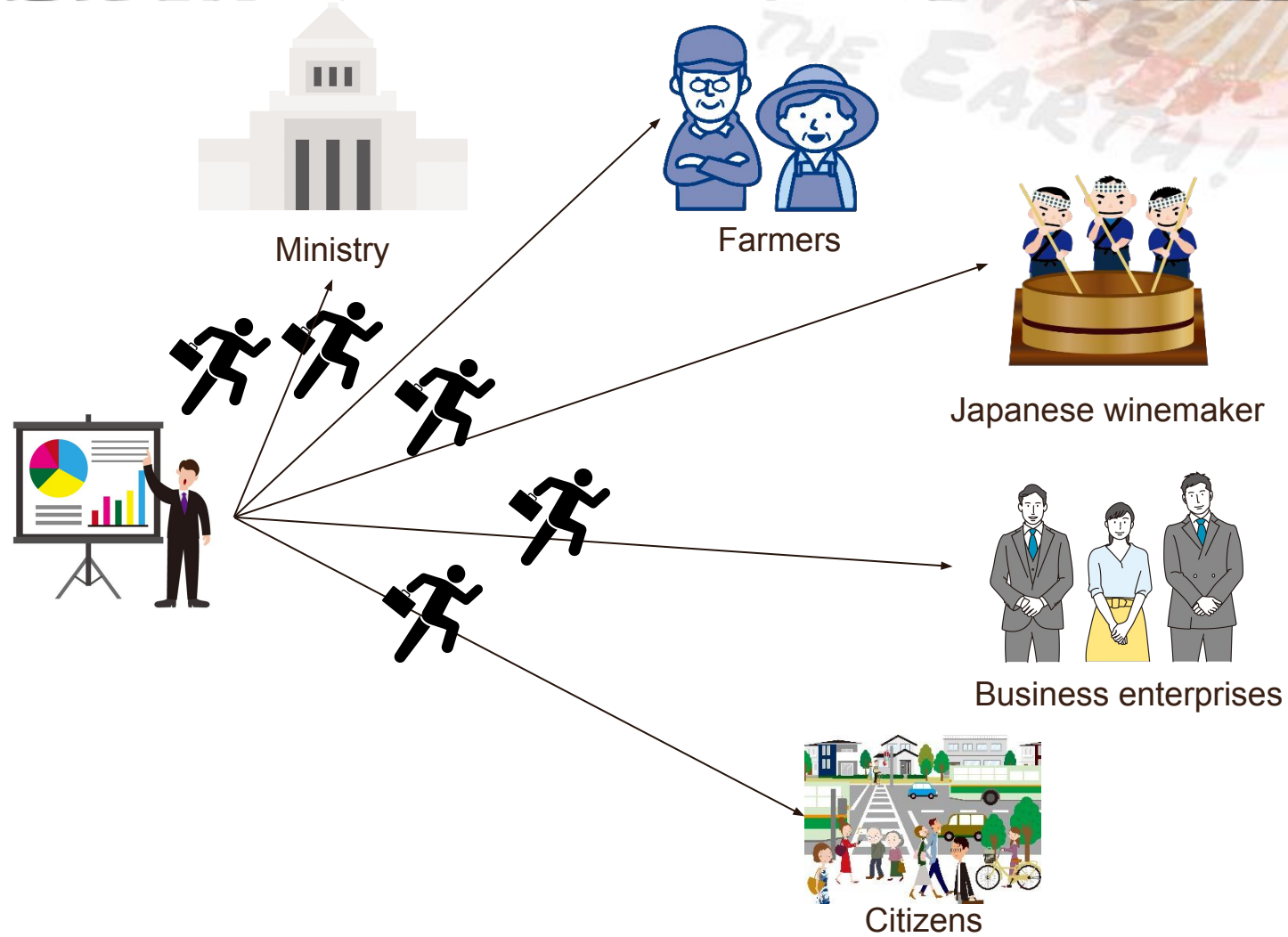
Shared vision, made agreements, built relationships and collaborated.

Our suggestion

Need to explain
- your vision
- what you want to do
- what you want them to do
- how the activities are beneficial for them
- why the collaboration contributes to regional development.

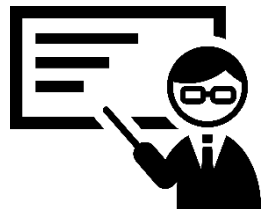**Develop a presentation material with your vision and build a network with us.**

Timeline and Program

	B3. CHITOSE's Lecture & Workshop (Incubation center)		B4. Hands-on assistance	
Event	Lecture & workshop		One on one feedback	Meeting with potential partners
Time & Date	GMT 12:00 Wed., 19 Jan 2022	GMT 12:00 Thu., 3 Feb 2022	Feb 2022	Mar/Apr 2022
Content	• Lecture – Providing examples of presentation for networking. – Providing tips on developing effective presentation. – Advising on modifying presentation according to the potential partners' expectations.	• Workshop – Providing feedback on presentation (should have been submitted to Chitose before the workshop)	• Providing feedback on the presentation. • Providing guidance on listing up potential partners. • Assisting in selecting a potential partner to meet.	• Providing tips on how to propose your presentation for networking to potential partners. • Assisting in organizing appointments with potential partners. • Advising on revising the presentation.
Participants	All incubation centers who submitted the application		Individual incubation centers (One on one meeting)	

The things you must do during the assistance.

19 Jan 2022	19 Jan ~1 Feb 2022	3 Feb 2022	Feb 2022	Mar/Apr 2022
Lecture	Presentation development	Workshop	One-on-one feedback	Meeting with potential clients
All at once	Individually by incubation center	All at once	One-on-one	By yourself
	You will develop presentation by yourself.	**You will revise your presentation.**	**You will decide potential partner(s) to meet.**	**You will discuss with your potential partner.**
CHITOSE will give a lecture.		CHITOSE will give a feedback for improvement.	CHITOSE will give a feedback for improvement.	CHITOSE will advise for meetings.

Key elements of the networking presentation

Make sure what **you want the potential partner to do**.

Make **research on the potential partner**. (What his/her motivation is?)

↑Before developing the presentation / ↓ Contents of the presentation.

Explain what are the **common issues/challenges**.

Explain **how the issues/challenges can be solved**.

Explain **why you can do that** if you can receive the assistance/support from the partner. (with passion)

Explain how it is **beneficial for the potential partner**.

Tell the potential partner **what you want them to do**.

Develop your own presentation

You can modify the template.

Imagine a potential partner and what you want them to do.

Use images or pictures as much as possible.

You may better add figures on slide No. 1 and 2, but not mandatory.

You should change regional issues and challenges
according to the situation in your region.(Slide No. 1 and 2)

You may change elements in the slide No. 3, or use as it is if it makes sense.

I think you can use Slide No. 4 as it is, but you can change if necessary.
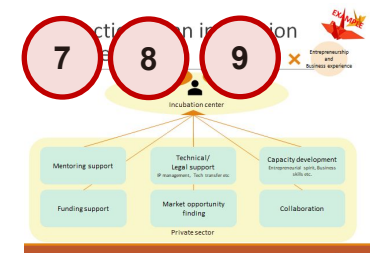
Use many images pictures on Slide No 5 and

You may add some more slides to introduce your incubation center.
(Slode No. 6)

You may change the supports provided by incubation center based on your policy.(Slide No. 7 – 9)

Choose the necessary support on slide No. 11. just as an example.
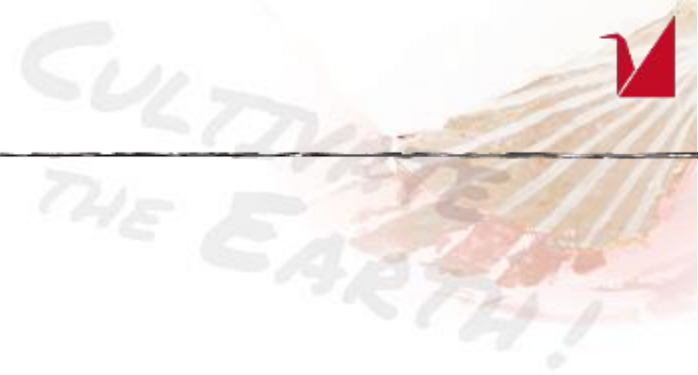(We may change it when we decide on a potential partner to meet.)

Next event and necessary preparation

GMT 12:00
Thu., 3 Feb 2022

- Workshop
  – Providing feedback on presentation (should have been submitted to Chitose before the workshop)

Submit your networking presentation* by the end of 1st February on your time.

*Your networking presentation may be shared to the participants through screen share.

Please send your presentation to:
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