



Entrepreneurship4All

# SME Academy Tools and Resources for Networking



An initiative of  
the European Union

Welcome to the Entrepreneurship4All SME Academy Tools and Resources for Networking Guidebook.

In this Guidebook you will find links to a variety of tools, websites, podcasts, blogs, videos and more to support your entrepreneurial journey. This is, of course, just a taster, there is a whole world of resources out there. If you find something interesting why not share it in the [Entrepreneurship4All Academy Community](#) on LinkedIn

*The Entrepreneurship4All  
Consortium*



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Scan the QR codes or click the links to access each resource.

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# **Session 1 - Introduction to Networking and its Benefits**



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The logo for NetKno Knowledge, featuring the words "NET" and "KNO" in a bold, italicized, black sans-serif font, stacked vertically on a white background.

### NetKno Knowledge

A selection of podcasts, 2 minute tips and blogs from The Networking Agency.

[Go to the resource!](#)



### Women Learning Together MOOC

This micro-course focuses on identifying and developing your own competences and talents. It is specifically tailored for women, providing insights and strategies for thriving in the professional, entrepreneurial and business landscape.

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### Indeed

Best Networking Tips: How to Make a Connection

[Go to the resource!](#)



### Indeed

The Complete Guide To Networking: what networking is, the different types of networking groups, how to network like a pro and tips for networking success.

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# **Session 2 - How to Network Effectively through Online and Digital Tools**



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### **Promoting Enterprise Event App**

Used during the SME Assembly, this app helps attendees connect with other professionals.

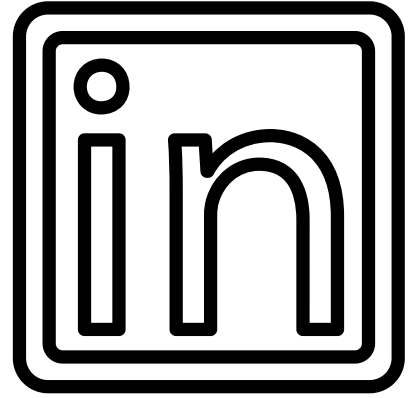
[Go to the resource!](#)



### **EntreComp4Transition Digital Transformation Tools**

Part of the EntreComp4Transition Learning Paths, a compendium of digital tools for project management, communication and collaboration.

[Go to the resource!](#)



### **LinkedIn**

Optimize your profile, participate in groups, and share relevant content to connect with peers and potential clients.

[Go to the resource!](#)



### **Eventbrite**

Discover and participate in industry-specific networking events.

[Go to the resource!](#)

**wellfound:**

### **Angel List**

Connect with investors and collaborators in the startup ecosystem.

[Go to the resource!](#)



### **Meet Up**

Join groups and attend events that align with your professional interests.

[Go to the resource!](#)



## Hopin

Attend virtual conferences and connect with attendees via chat and video.

[Go to the resource!](#)



## Zoho CRM

Organize and streamline your networking efforts.

[Go to the resource!](#)



## Hubspot

Manage and track interactions with your professional contacts.

[Go to the resource!](#)



## Slack

Facilitate real-time collaboration and group discussions with your network.

[Go to the resource!](#)



### Microsoft Teams

Collaborate and communicate effectively with team members and external partners.

[Go to the resource!](#)



### Crystal Knows

Understand the personality of your contacts and tailor your communication style accordingly.

[Go to the resource!](#)



### Reply.io

Automate personalized outreach emails to potential collaborators or clients.

[Go to the resource!](#)



### Salesforce Einstein

Analyze your networking efforts and receive data-driven suggestions for improvement.

[Go to the resource!](#)



### **People.ai**

Gain insights into your interactions and optimize your networking strategies.

[Go to the resource!](#)



### **Buffer**

Schedule and manage social media posts to keep your network engaged.

[Go to the resource!](#)



### **Brella**

Match with attendees at networking events based on shared interests and goals.

[Go to the resource!](#)



### **Hootsuite**

Monitor and engage with your audience across multiple social media platforms.

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# Session 3 - Networking in Action – Making Connections Through E4All





## How to Network With People | Business Networking Tips

[Go to the resource!](#)



## How to Build a Strong Network of Strategic Partners

[Go to the resource!](#)



## The Art of Building Effective Partner Networks: Strategies for Entrepreneurs

[Go to the resource!](#)



## How to Network with Investors: A Comprehensive Guide

[Go to the resource!](#)