



DEVELOPING  
BUSINESS-AWARE  
ACADEMICS

## NETWORKING OPPORTUNITIES

Transform your ideas into action with  
Developing Business-Aware Academics  
networking initiatives.



KEEP  
UPDATED



University of Exeter  
Business School

**CABS**  
CHARTERED ASSOCIATION  
OF BUSINESS SCHOOLS

**UKRI**

Research  
England

# ABOUT US



Developing Business-Aware Academics (DBAA) is a four-year £5m Research England funded project, based at the University of Exeter Business School and working in collaboration with the Chartered Association of Business Schools (CABS) and a national network of partners.

**Participate in our study!**  
We are seeking doctoral and early-career researchers from all disciplines to take part in our pilot networking initiatives.

# TAKE PART IN OUR PILOT INITIATIVES



## NETWORKING WORKSHOP

60-90 minutes



## 1:1 FEEDBACK SESSION WITH COACH

30 minutes



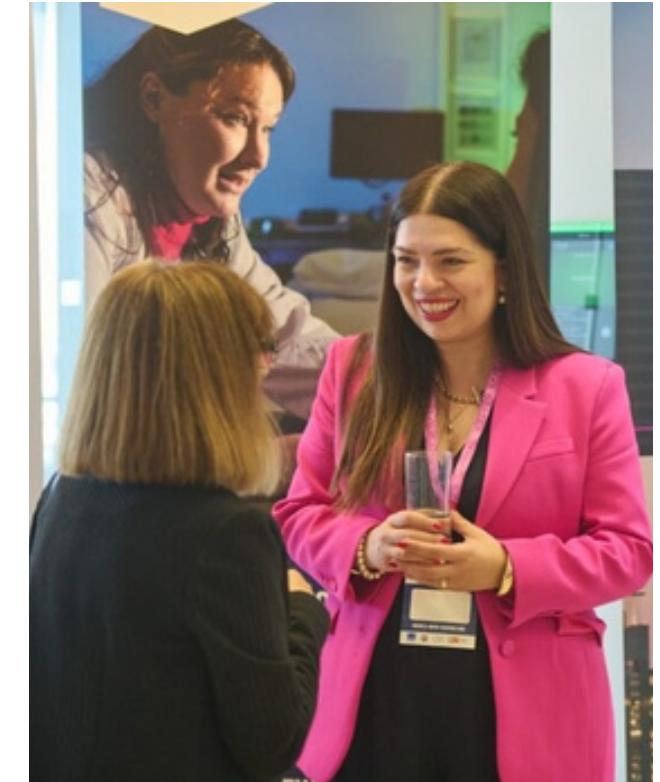
## EXHIBITION HALL EXPERIENCE

1-2 days



## WORKPLACE VISIT

Up to 1 day



## NETWORKING EVENT

Up to 2 hours

# NETWORKING WORKSHOP

Take part in practical activities to build your skills, confidence, and connections in this pilot workshop.

## CONNECT WITH CONFIDENCE!

- Identify areas for collaboration
- Craft concise messages
- Communicate with clarity

## AUDIENCE

This workshop is suitable for PhD or early-career researchers with little or no prior industry networking experience.

## LOGISTICS

A 60-90 minute, in-person or online workshop delivered by an experienced facilitator.



# 1:1 FEEDBACK SESSION

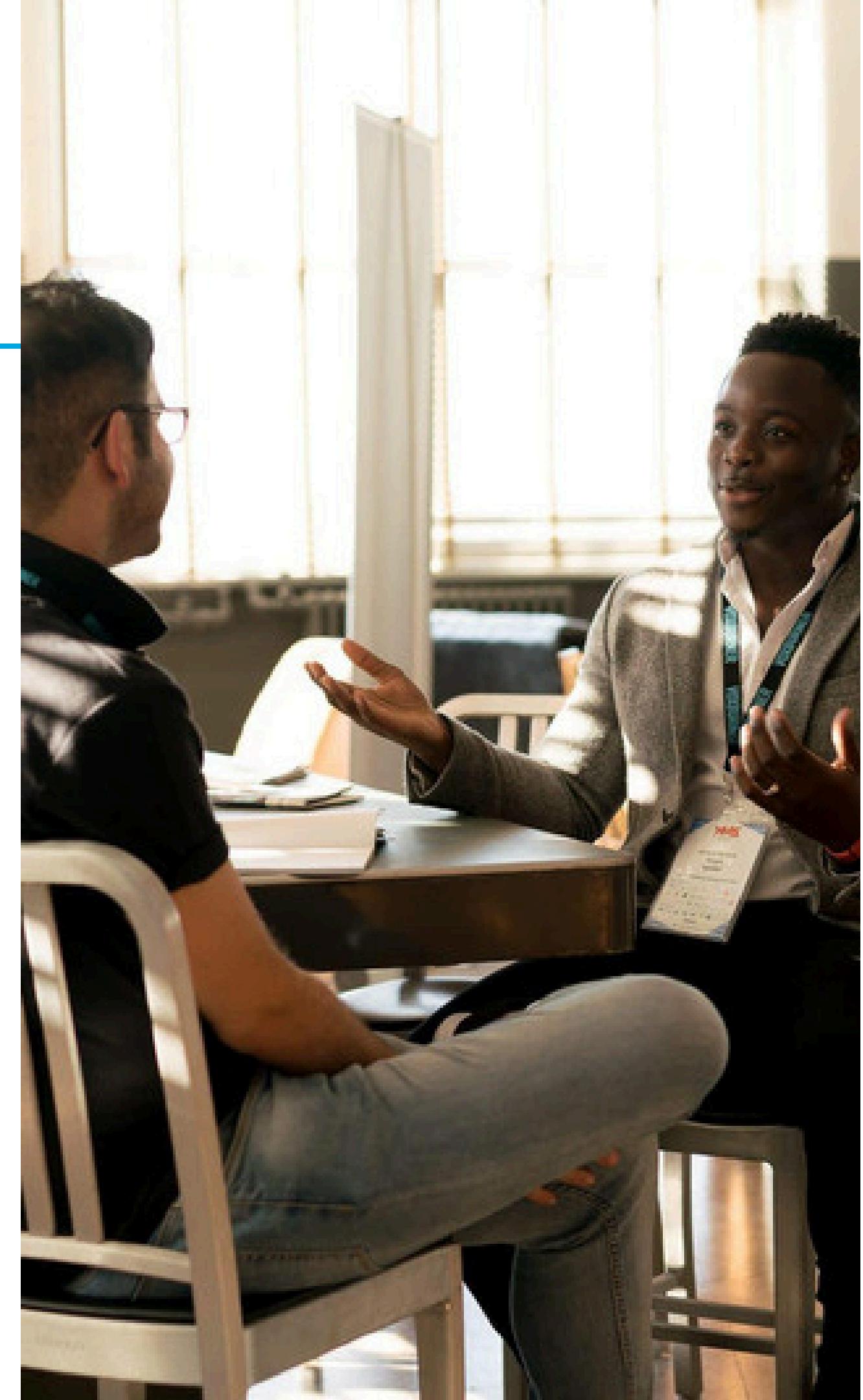
Meet with an experienced coach to develop your confidence in delivering clear and concise messaging about your research.

## AIMS & BENEFITS

- Build confidence and skills for communicating with non-academic partners
- Rehearse and refine your jargon-free communication in a low-stakes setting
- Draw on the knowledge and insights of an experienced coach to receive immediate constructive feedback

## LOGISTICS

A 30-minute online or in-person 1:1 session with an experienced coach.



# EXHIBITION EXPERIENCE



An introduction to face-to-face industry networking at a conference exhibition with the support of an experienced facilitator.

## AIMS & BENEFITS

- Build networking skills and confidence with support from experienced facilitators
- Gain practical experience communicating your research with representatives from industry and non-academic organisations
- Make networking feel natural and enjoyable



# WORKPLACE VISIT

Develop your understanding of business through a visit to a non-academic workplace aligned with your research areas. Learn about industry R&D, workplace culture, and priorities.

## AIMS & BENEFITS

- Collaboratively explore different approaches to research and development
- Understand industry priorities and goals
- Network with a mixed academic-industry group
- Build relationships, skills, and confidence
- Contribute to industry-academia knowledge exchange

## LOGISTICS

A facilitated visit to a local industry organisation. Exact details will vary between organisations. Please contact us to find out more, or if you have a suggestion for a company you would like to visit.



# NETWORKING EVENT

A tailored networking event for academic researchers and industry representatives to showcase and celebrate collaborative research. May include inspirational speakers, panel sessions, round tables, and much more.

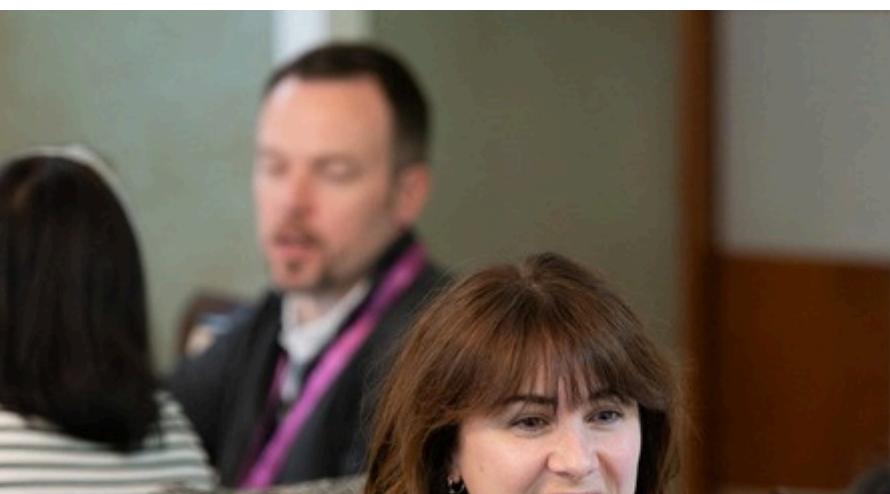
## AIMS & BENEFITS

- Highlight existing collaborations, spark new relationships, and drive innovation and impact
- Expand your professional network across and beyond academia
- Explore possible new collaborations or funding opportunities
- Ignite your professional curiosity

## LOGISTICS

Details will be tailored to the needs of participants.





**READY TO EXPLORE?  
GET IN TOUCH BY EMAILING  
[DBAA@EXETER.AC.UK](mailto:DBAA@EXETER.AC.UK)**

