

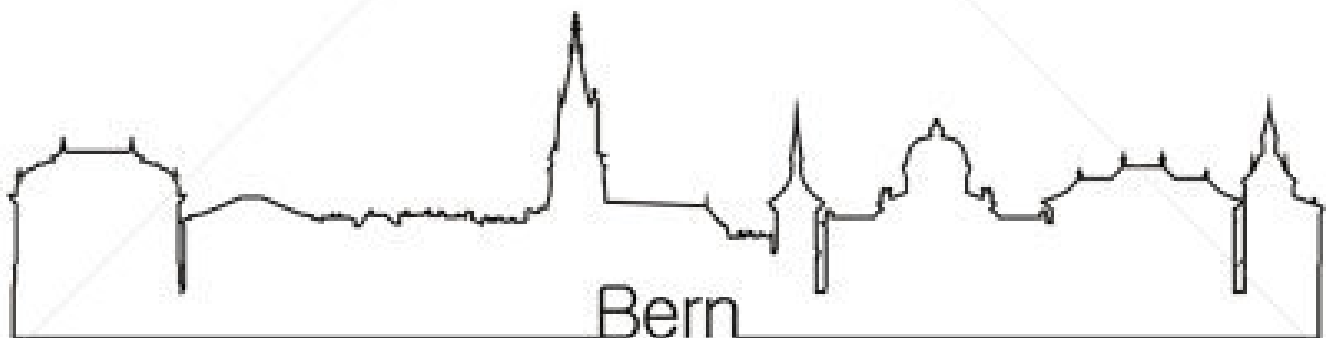
# Net4Mobility

**Trainings**

**Final Conference**

**18-19 January 2018**

**Bern, Switzerland**



## Travel Information

### From Zurich or Geneva Airport to Bern Main Station

**From Zurich Airport until Bern Main Train Station**, you have trains every 30 minutes and it takes about 1 hour 15 minutes travel.

You can find the train time table under: [www.sbb.ch/en/home.html](http://www.sbb.ch/en/home.html)

The SBB (Swiss Train Company) travel center is located below the Airport Center in the Check-in 3 area. The ticket counters are open from 06:15 a.m. to 10:30 p.m.

Arriving passengers can purchase tickets from the machines in customs halls 1 and 2. There are also more ticket machines directly next to the SBB travel center.

**From Geneva Airport to Bern Main Train Station**, you have trains every 30 minutes and it takes about 2 hours travel.

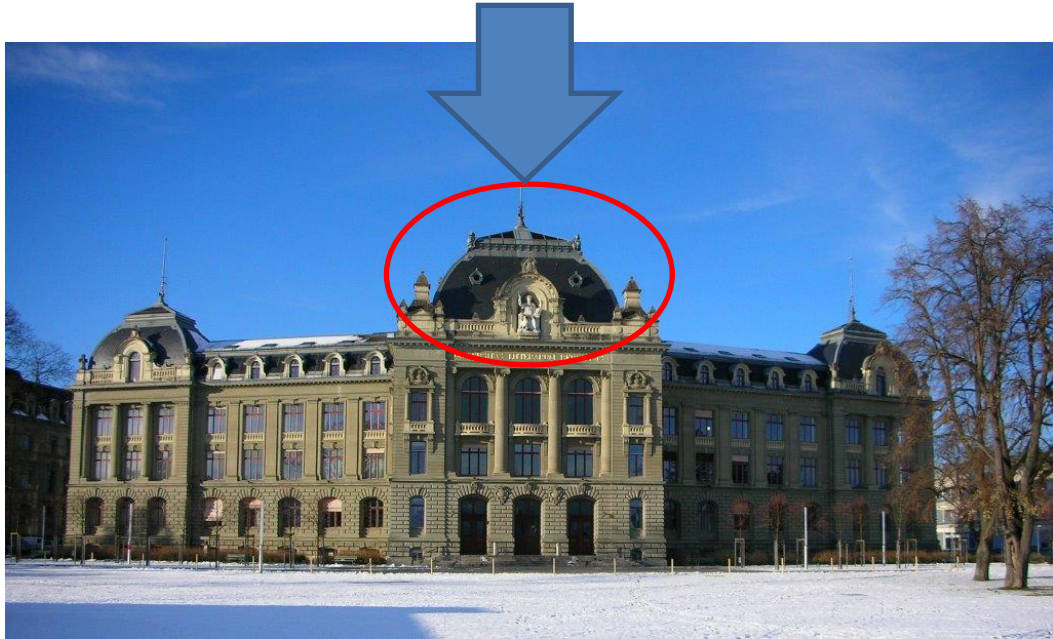
You can find the train time table under: [www.sbb.ch/en/home.html](http://www.sbb.ch/en/home.html)

The SBB travel center is located below the Airport Center after the arrival area.

## Venue – Bern

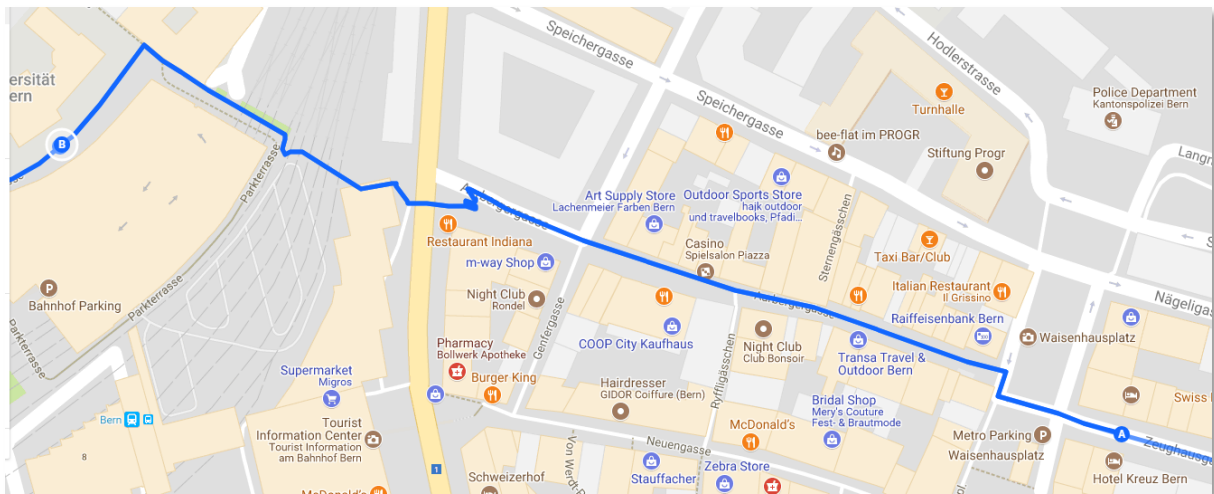
University of Bern  
Main Building  
Hochschulstrasse 4 / Room 501  
3012 Bern

We will be here!



<https://goo.gl/maps/WAusYL3MgN32>

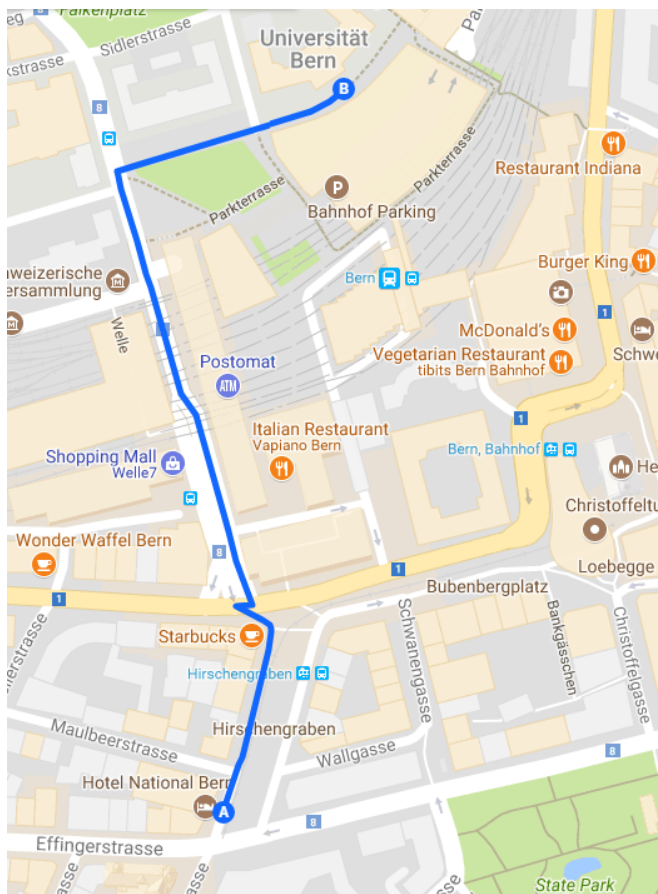
## From Hotel Bern & Kreuz to University of Bern (10 minutes distance)



To get to the University of Bern you walk straight from Zeughausgasse to Aarberggasse. At the end of Aarberggasse you will find a kind of a bridge, which will take you to the car parking terrace of the station. From there you will have to take the stairs to get 1 floor higher to the university terrace. Go to the main entrance of the university and follow the signs.

Alternatively, you can take Bus 12 at 'Zytglogge' Station (direction Länggasse) and get off at 'Universität'. From there you have to walk back to the main building of the university. The main entrance is on the opposite side of the building.

## From Hotel National to University of Bern (7 minutes distance)



From Hotel National you walk straight up, cross the street and walk past the 'Welle' (back entrance of the station that looks like waves) straight up for around 200 m. You will find the main building of the university to your right.

# Agenda Thursday 18 January 2018

## Training: “The secret to making effective Networking connections”

University of Bern - Main Building - Hochschulstrasse 4 / Room 501 - 3012 Bern

Attending: All MSCA NCPs, Project Officer

When	What	Who
8:30-9:00	<b>Welcome &amp; Coffee</b>	
9:00-9:30	<b>Introduction</b>	Sibylla Martinelli, Net4Mobility Project Coordinator  Sean Fielding, Trainer Praxis Unico Sarah Stables, Trainer Praxis Unico
9:30-10:45	<b>What Do Your Customers Want and Why?</b> Group Exercise	Sean Fielding, Trainer Praxis Unico Sarah Stables, Trainer Praxis Unico
10:45-11:00	<b>Coffee Break</b>	
11:00-12:30	<b>Working your Network and building your personal brand</b> Work on Network Factsheet	Sean Fielding, Trainer Praxis Unico
12:30-13:30	<b>Lunch</b>	
13:30-15:15	<b>Finding Contacts, Developing Leads</b> Case Studies	Sean Fielding, Trainer Praxis Unico
15:15-15:30	<b>Coffee Break</b>	
15:30-16:45	<b>The Process of Closing a Deal</b> How to move from a relationship to an agreement	Sean Fielding, Trainer Praxis Unico Sarah Stables, Trainer Praxis Unico
16:45-17:00	<b>Closing Session</b>	

## Praxis Unico Trainer Presentation



**Sean Fielding** is the Director of Innovation Impact and Business at the University of Exeter. Sean's team handles the University of Exeter's support for collaboration with external partners whether for research, education or commercial business such as spin-outs and licensing. He is also responsible for strategic alliances, regional economic development and the generation of impact from the University's research. Each year his team works on 1000 projects worth around £40-50million. Sean sits on the Board for PraxisUnico and is also a dedicated member of their Professional Development Committee.



## Gala Dinner – 19:30

Restaurant Marzilibrücke  
Gasstrasse 8  
3005 Bern  
Telefon 031 311 27 80  
[marzilibruecke@taberna.ch](mailto:marzilibruecke@taberna.ch)



<https://goo.gl/maps/9PXGhWQSQv62>



# Agenda Friday 19 January 2018

## Training and Final Conference

University of Bern - Main Building - Hochschulstrasse 4 / Room 501 - 3012 Bern  
 Attending: All MSCA NCPs, Project Officer

When	What	Who	
8:30-9:00	Welcome & Coffee		
9:00-9:45	How live and automated webinars are changing the world	Jesper Sylvester INFLUENCE	Training “How to Webinar”
9:45-10:30	How are you taking advantage of webinars		
10:30-10:45	Coffee Break		
10:45-12:00	The crucial (and overseen) elements of successful webinar facilitation		
12:00-12:30	The 3 biggest reasons that are holding people back and why you shouldn’t		
12:30-13:15	Lunch break		
13:15-13:30	Presentation Net4Mobility+	Anna Wiesniewska Net4Mobility+ Coordinator	
13:30-13:40	A word from the EC	Sophie Beernaerts, European Commission	
13:40-14:00	Net4Mobility? What did we do?	Véronique Sordet, Net4Mobility Coordination	Final Conference & NCP Forum
14:00-14:15	Net4Mobility – World Coffee Instructions		
14:15-14:45	World Coffee – 1 <sup>st</sup> Session	All MSCA NCP	
14:45-15:15	World Coffee – 2 <sup>nd</sup> Session		
15:15-15:45	World Coffee – 3 <sup>rd</sup> Session		
15:45-16:15	World Coffee – 4 <sup>th</sup> Session		
16:15-17:00	Debriefing and closing session	WP Rapporteur and Net4Mobility Coordinator	

## Influence Trainer Presentation



"At INFLUENCE we are a small team of 5 that helps individuals and organisations publish online presentations and e-learning. We are specialised in bridging information design and online communication with the right software and training, so everyone can take advantage of the technology. I have a background in IT and Telecommunication, where I've been a part of the computer and mobile phone revolution in the mid and late 90's - helping the vast majority of people understanding the new possibilities. My formal education is in communication and training. I decided to start INFLUENCE in 2008, because I felt inspired to help other companies use technology to reach more people." Jesper Sylvester

## Practical Info about Switzerland

### BUSINESS HOURS

Most institutions are open from Monday to Friday 9:00-18:30. Shops are open also on Saturday. Only a very few shops are open on Sunday.

### MEALS

Most of your meals will be provided as part of the program.

### CLIMATE

Switzerland climates can be cold in January (0 to 6 degrees). There can be snow also in the city. Bring warm clothes.

### LANGUAGE

Switzerland: French, German and Italian are the national official languages while English is widely spoken and understood in major cities.

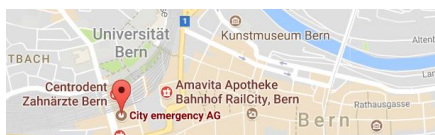
### CURRENCY

The Swiss Franc is the Swiss Currency. Bank notes are in 10, 20, 50, 100, 200, and 1000 CHF and coins in 0.05, 0.10, 0.20, 0.50, 1, 2, 5 CHF. Currently, it has an exchange rate of approx. 1.2 CHF = 1 Euro

### MEDICATIONS

Please bring a supply of any necessary medication with you. However, there is a medical & first aid centre at Bern Main Station.

[www.citynotfall.ch](http://www.citynotfall.ch)



### ELECTRICITY

Swiss outlets are not the same as the rest of Europe. Please bring a universal adaptor with you.

### SMOKING

By Swiss Government policy, smoking is not permitted inside any public air-conditioned buildings. Additionally, the rooms reserved at the Hotel are non-smoking. Smokers are asked to smoke outside in the open-air area.

## Emergency Contact Information

**Sibylla Martinelli**

[sibylla.martinelli@euresearch.ch](mailto:sibylla.martinelli@euresearch.ch)

0041 76 327 40 64 (mobile)

**Ambulance**

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**Véronique Sordet**

[Veronique.sordet@euresearch.ch](mailto:Veronique.sordet@euresearch.ch)

0041 79 374 97 28 (mobile)

**Police**

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## List of Advised Hotels

### Hotel Kreuz Bern AG

Zeughausgasse 41  
Case postale  
CH-3000 Bern 7  
Tél. +41 (0)31 329 95 95  
Fax +41 (0)31 329 95 96  
[info@kreuzbern.ch](mailto:info@kreuzbern.ch)

**Reservation possible until the 15<sup>th</sup> December 2017 with the promotion code: Net4Mobility**



### Hotel Bern

Zeughausgasse 9  
3001 Bern  
Tel. +41 31 329 22 22  
[reception@hotelbern.ch](mailto:reception@hotelbern.ch)  
[www.hotelbern.ch](http://www.hotelbern.ch)

**Reservation possible until the 15<sup>th</sup> December 2017 with the promotion code: Net4Mobility**



### Hotel National Bern

Hirschengraben 24  
3011 Bern  
Tel. +41 31 552 15 15  
[info@nationalbern.ch](mailto:info@nationalbern.ch)  
[www.nationalbern.ch](http://www.nationalbern.ch)

**Reservation possible until the 15<sup>th</sup> December 2017 with the promotion code: Net4Mobility**

