



Lunchtime Talk: **Networking Strategy and Skills**

*Specially organised for participants of the Law Alumni Mentor Programme (LAMP)
AY17/18*

Brief Synopsis: Networking sessions may seem daunting to the inexperienced and uninitiated. There is uncertainty as to who you will meet at these sessions and how your interactions will pan out. This may make you feel some discomfort. However seen another way, such uncertainty contains the promise of a pleasant surprise! With some guidance and practice, you can grow in skill as a conversationalist and eventually have fun at these networking sessions, and even discover and secure valuable opportunities.

Through this seminar, participants will be introduced to a framework for understanding the elements of good conversation and orienting themselves in any interaction, so that they can work towards becoming better conversationalists.

1. Pre-conversation - the importance of preparation
2. Logistics - set yourself up to have a good conversation
3. Opening - leverage on first impressions
4. Conversation - ask, listen, respond, repeat
5. Wrapping up - end on a good note
6. Post-conversation - follow up

Participants will practise using the framework with the help of a simple case study.

Event Details

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| Date: | 27 October 2017, Friday |
| Time: | 1230H to 1400H (Please do not be late) Lunch will be provided. |
| Venue: | Blk B, 4 th Level, Seminar Room 4-2 National University of Singapore, Faculty of Law |
| Registration: | http://tinyurl.com/yd8p7ewc |

SPEAKER



Lee Shen Yang

Head of Business Development, Singapore International Dispute Resolution Academy

Shen Yang graduated in 2014 from the National University of Singapore with a Bachelor of Laws Second Class (Upper Division) Honours. After training at the capital markets and mergers and acquisitions practice group of a leading Singapore law firm, he was called to the Singapore Bar in 2015. Thereafter he worked as a corporate lawyer in a boutique law firm, with a focus on venture capital investments and banking and finance. In 2016, he left private practice to help set up the Singapore International Dispute Resolution Academy (SIDRA), a subsidiary of the Singapore Academy of Law and the Singapore Mediation Centre and also the latest "Singapore International" dispute resolution institution to be supported by the Ministry of Law. As Head of Business Development, Shen Yang manages SIDRA's business development and operation portfolios, and is actively involved in promoting SIDRA and developing SIDRA's relationships with its stakeholders and partners.

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