Workshop on the development of networking presentation
### B3. CHITOSE’s Lecture & Workshop (Incubation center)

<table>
<thead>
<tr>
<th>Event</th>
<th>Lecture &amp; workshop</th>
</tr>
</thead>
<tbody>
<tr>
<td>Time &amp; Date</td>
<td>GMT 12:00 Wed., 19 Jan 2022</td>
</tr>
</tbody>
</table>
| 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) |
| Participants | All incubation centers who submitted the application |

### B4. Hands-on assistance

<table>
<thead>
<tr>
<th>Event</th>
<th>One on one feedback</th>
<th>Meeting with potential partners</th>
</tr>
</thead>
<tbody>
<tr>
<td>Time &amp; Date</td>
<td>Feb 2022</td>
<td>Mar/Apr 2022</td>
</tr>
</tbody>
</table>
| Content | • 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 | Individual incubation centers (One on one meeting) |
The things you must do during the assistance.

19 Jan 2022
Lecture
All at once

19 Jan ~1 Feb 2022
Presentation development
Individually by incubation center

3 Feb 2022
Workshop
All at once

Feb 2022
One-on-one feedback
One-on-one

Mar/Apr 2022
Meeting with potential clients
By yourself

CHITOSE will give a lecture.

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 feedback for improvement.

CHITOSE will give feedback for improvement.

CHITOSE will advise for meetings.
The things you must do during the assistance.

<table>
<thead>
<tr>
<th>Date</th>
<th>Activity</th>
<th>Details</th>
</tr>
</thead>
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<tr>
<td>19 Jan 2022</td>
<td>Lecture</td>
<td>CHITOSE will give a lecture.</td>
</tr>
<tr>
<td>19 Jan ~1 Feb 2022</td>
<td>Presentation development</td>
<td>CHITOSE will give a feedback for improvement.</td>
</tr>
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<td>3 Feb 2022</td>
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<td>One-on-one feedback</td>
<td>CHITOSE will advise for meetings.</td>
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<tr>
<td>Mar/Apr 2022</td>
<td>Meeting with potential clients</td>
<td>You will discuss with your potential partner.</td>
</tr>
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</table>

- **19 Jan 2022**: Lecture
- **19 Jan ~1 Feb 2022**: Presentation development
- **3 Feb 2022**: Workshop
- **Feb 2022**: Workshop, One-on-one feedback
- **Mar/Apr 2022**: Meeting with potential clients

By yourself:
- All at once
- Individually by incubation center

You will develop presentation by yourself.
- You will update your presentation.
- You will finalize the presentation.
- Decide potential partner(s) to meet.
- You will discuss with your potential partner.

- All at once
- Individually by incubation center

You will update your presentation.
Today's workshop

I make comments on the draft power point one by one.

I want to make this session interactive session.

We can spend only 10~12 minutes for one session (=one incubation center).

You are more than welcome to make explanations, comments, questions in the session.

You can learn from the conversation between an incubation center and me even if it aims at other incubation centers.

I cannot make all comment in this workshop. More detailed discussion will be made in the one-on-one session.

I may sometimes misunderstand your intention on the presentation, and make wrong comment based on that misunderstanding.

Last but not least, I really appreciate for your hard work to develop the presentation, within the short period.

I'm sorry in advance