



SOCIAL HACKS

LinkedIn Corner

A detailed technical drawing of a mechanical component, likely a pump or motor, is shown in the background. It features various parts, dimensions, and labels, rendered in white lines on a blue background.

AGENDA

1. Why to use?
2. Profile
3. Network
4. Content
5. Sales navigator
6. Profiles to follow
7. Questions

Why to use LinkedIn?

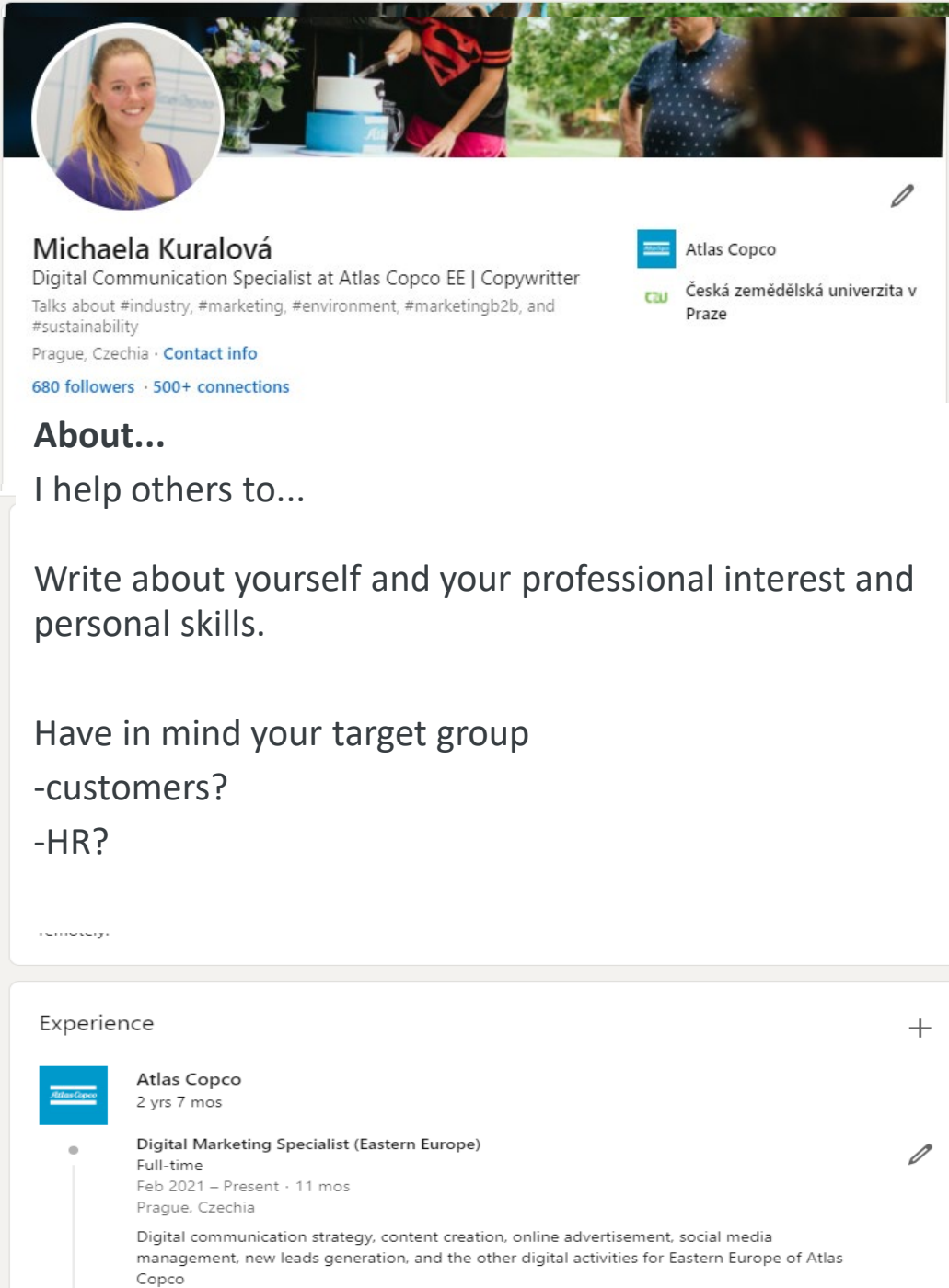
The biggest B2B database of professionals

- VIRTUAL SELLING IS TAKING OVER – less cold calling, more brand building
- 770 millions registered users
- 40% active users on monthly base
- Just 1% of active users are creating the content – **BE ONE OF THEM!**
- > 55 millions brands on more than 200 markets

LinkedIn User Profile News & Updates

How should your profile looks like?

- TITLE
- EDIT VISIBILITY
- ABOUT YOU
- Edit your profile URL (f.e.: /kuralovamichaela)
- Profile language? Based on position
- ADD SECTION



The screenshot shows a LinkedIn profile for Michaela Kuralová. At the top is a circular profile picture of a woman with blonde hair. To the right of the picture is a banner image showing a person in a Superman shirt. Below the profile picture, the name 'Michaela Kuralová' is displayed, followed by her title 'Digital Communication Specialist at Atlas Copco EE | Copywriter'. Her bio mentions interests in #industry, #marketing, #environment, #marketingb2b, and #sustainability, and lists her location as Prague, Czechia. To the right of the bio are logos for Atlas Copco and Česká zemědělská univerzita v Praze. Below the bio, it shows '680 followers' and '500+ connections'. The 'About...' section is partially visible, starting with 'I help others to...'. The 'Experience' section is also visible, showing her role at Atlas Copco from February 2021 to the present.

Michaela Kuralová
Digital Communication Specialist at Atlas Copco EE | Copywriter
Talks about #industry, #marketing, #environment, #marketingb2b, and #sustainability
Prague, Czechia · [Contact info](#)
680 followers · 500+ connections

About...
I help others to...

Write about yourself and your professional interest and personal skills.

Have in mind your target group
-customers?
-HR?

Experience

Atlas Copco
2 yrs 7 mos

Digital Marketing Specialist (Eastern Europe)
Full-time
Feb 2021 – Present · 11 mos
Prague, Czechia

Digital communication strategy, content creation, online advertisement, social media management, new leads generation, and the other digital activities for Eastern Europe of Atlas Copco


Explore „add section“, customize your profile and add „featured“ content

About

Experienced marketing professional with solid level of commercial understanding, 14 years of marketing practise in brand building, research, communication and product development.

Featured


Link · now



How to Ditch Your To-Do List
linkedin.com

In this series, professionals share their secrets to being more productive. Read the posts here, then write your own (use #ProductivityHacks in the bo


Link · 2m



Industrial tools and solutions | LinkedIn
linkedin.com

Learn about working at Industrial tools and solutions. Join LinkedIn today for free. See who you know at Industrial tools and solutions, leverage your professional network, and get hired.


Link · 5m



Průmyslové nářadí a řešení atlascopco
Atlas Copco

Sféra Industrial Technique přeměňuje průmyslové nápady na průmyslové elektrické nástroje, montážní a strojová řešení, produkty pro zajištění kvality, software a služby...

Experience



Communications Manager Eastern Europe
Atlas Copco

+

✎

Posts
Show content posted to LinkedIn


Articles
Show articles published on LinkedIn

Links
Show links to web content

Media
Upload photos, documents, and presentations

Reorder


Link · 8m



Průmyslové nářadí a řešení atlascopco
Atlas Copco

Sféra Industrial Technique přeměňuje průmyslové nápady na průmyslové elektrické nástroje, montážní a strojová řešení, produkty pro zajištění kvality, software a služby prostřednictvím globální síť. Nadšení lidé, odborné znalosti a služb...


Link · 5m



Industrial tools and solutions | LinkedIn
linkedin.com

Learn about working at Industrial tools and solutions. Join LinkedIn today for free. See who you know at Industrial tools and solutions, leverage your professional network, and get hired.

Link · 3m

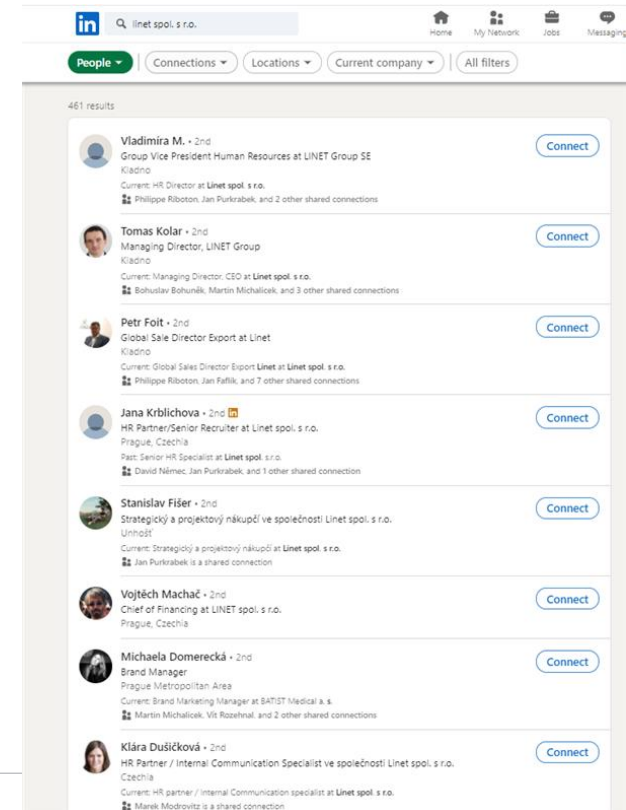
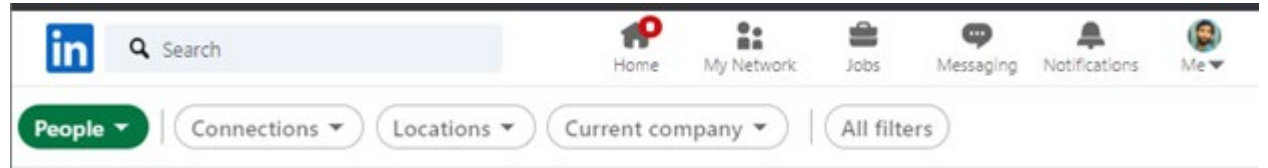


How to Ditch Your To-Do List
linkedin.com

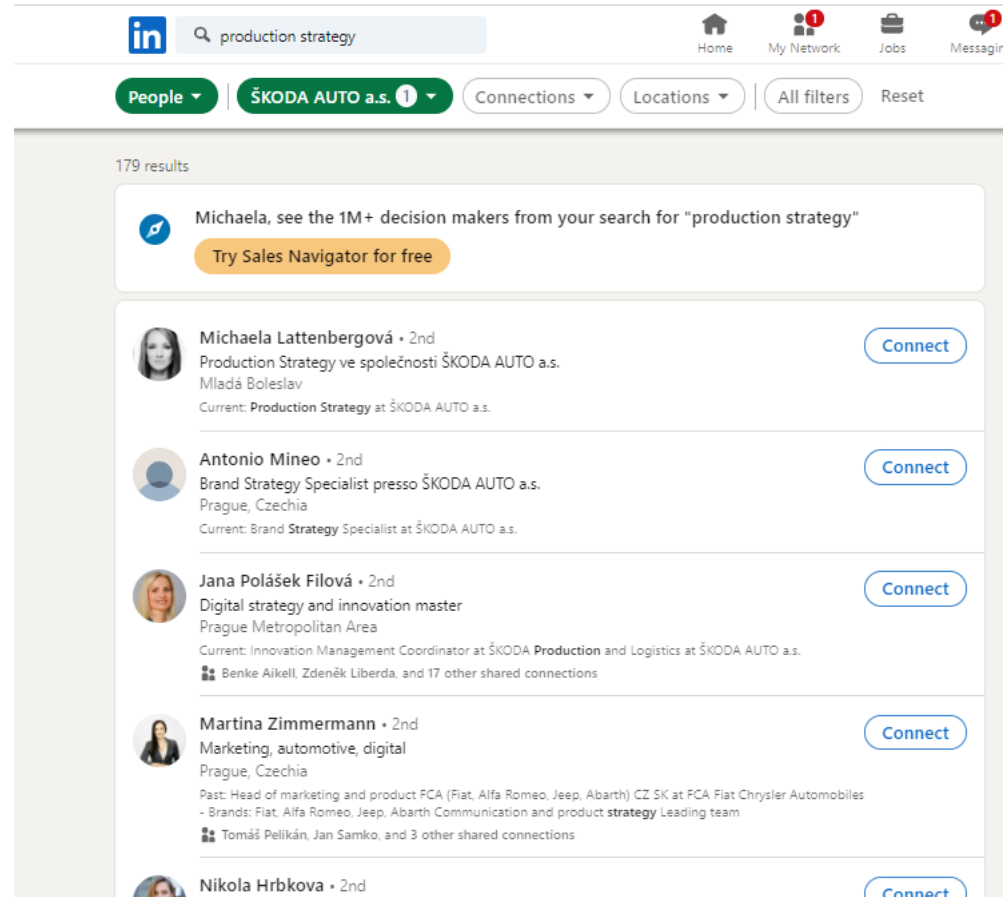
In this series, professionals share their secrets to being more productive. Read the posts here, then write your own (use #ProductivityHacks in the bo

How to search for new connections?

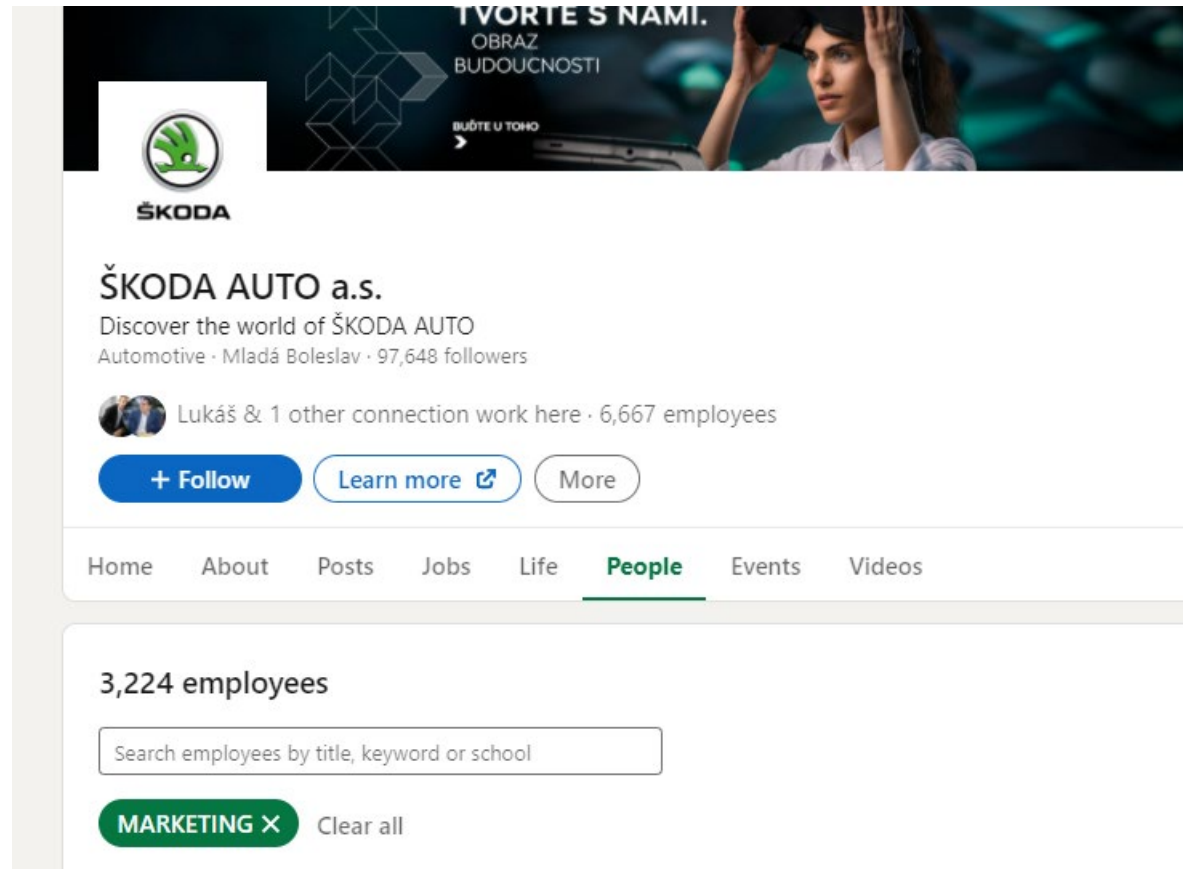
1. Use the [Search bar](#) and filter
2. Visit Company page and see the employees
3. Visit school/job page to see people you might know
4. Search in LinkedIn Groups
5. Promote your LinkedIn profile URL in your presentation, emails signature etc.
6. [Import your email contacts](#) and invite them to connect.
7. Look through the [People You May Know](#) section.
8. Be active



1. Search bar



2. Visit Company page and see the employees

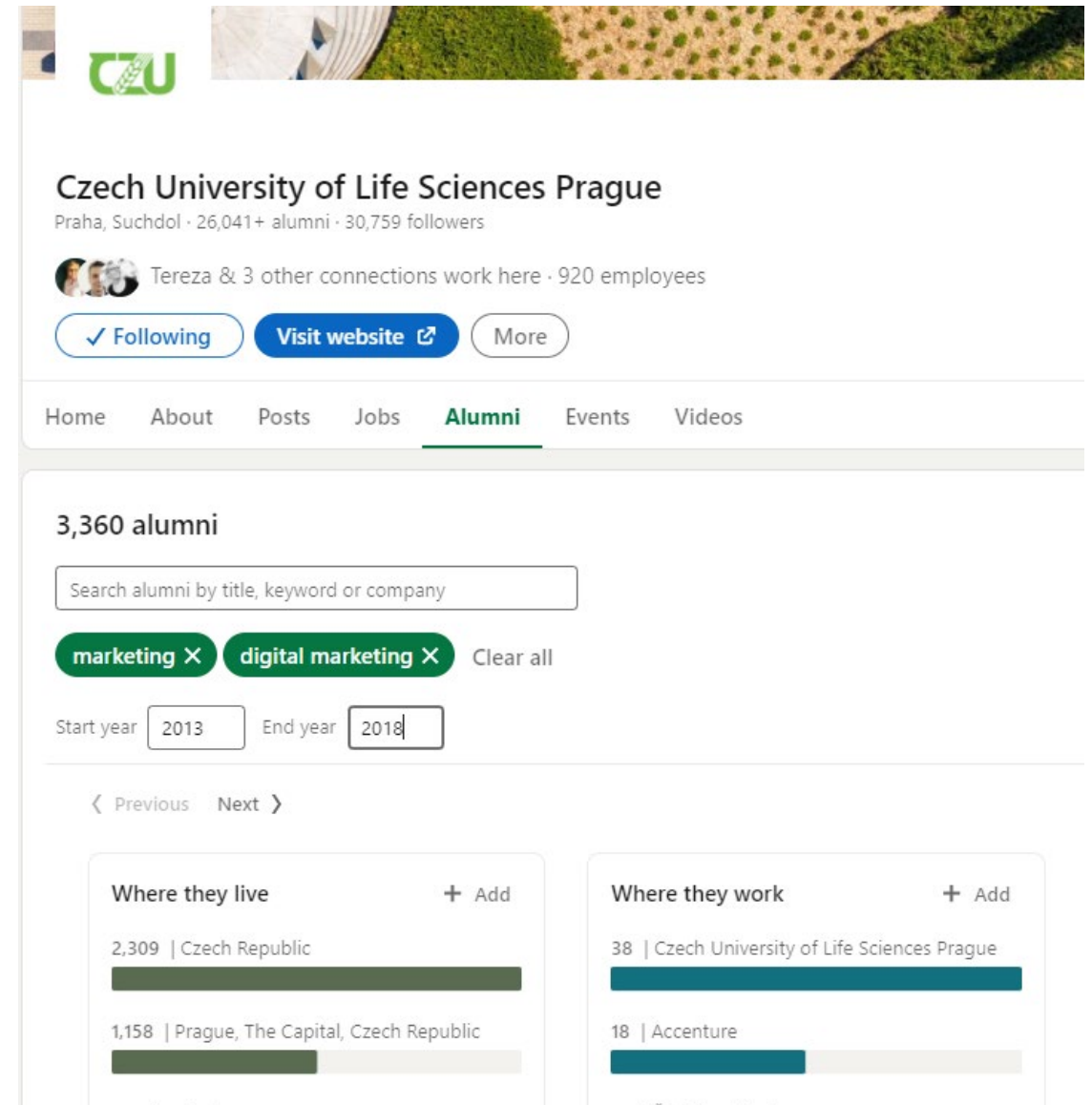


The screenshot displays the LinkedIn profile of ŠKODA AUTO a.s. The header features the ŠKODA logo and a banner with the text "TVORTE S NAMI. OBRAZ BUDOUCNOSTI" and "BUŇTE U TŇHO". Below the header, the company name "ŠKODA AUTO a.s." is shown, along with the tagline "Discover the world of ŠKODA AUTO" and location "Automotive · Mladá Boleslav · 97,648 followers". A section indicates "Lukáš & 1 other connection work here · 6,667 employees". Navigation buttons include "+ Follow", "Learn more", and "More". The "People" tab is selected, showing "3,224 employees". A search bar prompts "Search employees by title, keyword or school", and a filter button "MARKETING X" is visible with a "Clear all" link.

3. School page filtration (Alumni)

www.linkedin.com/alumni

and your school will appear or search for that



The screenshot shows the LinkedIn profile of the Czech University of Life Sciences Prague. The header includes the university's name, location (Praha, Suchbát), and statistics (26,041+ alumni, 30,759 followers). Below this, it mentions 'Tereza & 3 other connections work here' and '920 employees'. Navigation buttons include 'Following', 'Visit website', and 'More'. The main navigation bar has tabs for Home, About, Posts, Jobs, Alumni (selected), Events, and Videos. The 'Alumni' section shows '3,360 alumni' and a search bar. Filter buttons for 'marketing' and 'digital marketing' are active, with a 'Clear all' option. Date filters for 'Start year' (2013) and 'End year' (2018) are also present. Navigation arrows for 'Previous' and 'Next' are shown. Two bar charts are displayed: 'Where they live' and 'Where they work'. The 'Where they live' chart shows 2,309 alumni in the Czech Republic and 1,158 in Prague. The 'Where they work' chart shows 38 alumni at the Czech University of Life Sciences Prague and 18 at Accenture.

Czech University of Life Sciences Prague
Praha, Suchbát · 26,041+ alumni · 30,759 followers

Tereza & 3 other connections work here · 920 employees

✓ Following Visit website More

Home About Posts Jobs **Alumni** Events Videos

3,360 alumni

Search alumni by title, keyword or company

marketing × digital marketing × Clear all

Start year 2013 End year 2018

< Previous Next >

Where they live + Add

2,309 | Czech Republic

1,158 | Prague, The Capital, Czech Republic

Where they work + Add

38 | Czech University of Life Sciences Prague

18 | Accenture

4. LinkedIn Groups

How to find them and how to post

www.linkedin.com/groups

The screenshot shows the LinkedIn Groups search results for the query "industry 4.0". The top navigation bar includes the LinkedIn logo, a search bar with "industry 4.0", and icons for Home, My Network, Jobs, and Messaging. Below the navigation bar, there are tabs for "Groups" and "All filters". The search results show 627 results. The first five results are listed below:

- Industry 4.0 & the Industrial Internet**
27.9K members
This group is for technology leaders in the area of The Internet of Things (IoT), Internet of Everything (IoE), Machine to Machine (M2M), Industry 4.0 & the Industrial Internet. Share here your opinion with peers, connect with each...
- Fourth Industrial Revolution (Industry 4.0)**
10K members
The Fourth Industrial Revolution--AKA Industry 4.0--is the current trend of automation and data exchange in manufacturing technologies. It includes cyber-physical systems, A.I. (Artificial Intelligence), the IoT (Internet of...
- INDUSTRY 4.0, Digitization, Industrial Robotics, Smart Manufacturing, Projects, JOBS & Careers**
9.4K members
INDUSTRY 4.0 and 5.0 INDUSTRIAL TECHNOLOGIES, ADVANCED MATERIALS, NANOTECHNOLOGY, OPTICS, PHOTONICS, Jobs and Careers Topics may include (but not limited to): R&D and Innovation in Advanced...
- Industry 4.0 - Maintenance Engineer - Industrial Innovation - CMMS - ERP**
7.5K members
Topic about industrial maintenance. Industry 4.0 is a name for the current trend of automation and data exchange in manufacturing technologies. It includes cyber-physical systems, the Internet of things, cloud computing and...
- Industry 4.0 in Europe**
5.1K members
Products, technologies, solutions and events about Industry 4.0, the Smart Factory and Business Innovation.

Below these, there are two more results partially visible:

- Expertos en mejorar la organización industrial. Smart Factory. Industry 4.0**
9.8K members
Consejos e informaciones de como mejorar la empresa Industrial, como conseguir una fabrica inteligente, Smart Factory y las tendencias de la cuarta revolución Industrial: Industry 4.0. Grupo abierto a todo los profesionales de...
- Connected Industry - Verein für Digitalisierung, Vernetzung und Industrie 4.0**
4.4K members
Die Gruppe ist ein Service von LinkedIn.com und Connected Industry - Verein für Digitalisierung & Vernetzung

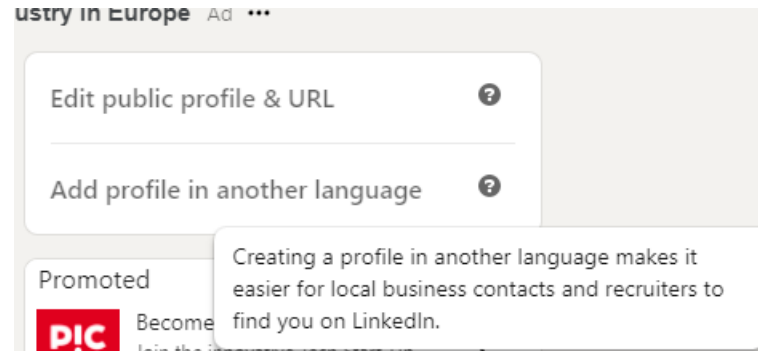
The screenshot shows a LinkedIn Group page for "Atlas Copco" with 22,558 Members. A search bar at the top right contains the word "engineer". The group members are listed below, each with a profile picture, name, title, and a "Message" button:

- ADSON ENGINEERING CORPORATION** · 2nd
Business Partner at adson engineering corporation
- Engineer Nazim قادری حسین ناظم Hussain Qadri** · 3rd
Founder and CEO of Nazmi Sadabahar Academy Tatypur ناطمی سدا بہار اکیڈمی ٹاٹپور
- Nikhil Panchal Panchal Engineers India Pvt. Ltd** · 2nd
CEO | Entrepreneur Driving 10X growth, expanding market share & building best in class manufacturing organization
- Ajit kumar Biswal** · 2nd
Service engineer at epiroc
- Sara Kariminasab** · 2nd
Senior Technical Sales Engineer at Kala Rang Puya
- FLOW and PUMP ENGINEERING SOLUTIONS - A Single Source Supplier** · 2nd
We are a single source supplier in EMEA region. & We are looking for cooperation opportunities ...
- Zeeshan Engineering Services** · 3rd
CEO at Zeeshan Engineering Services
- Engineer Muhammad Asadullah** · 3rd
--
- Candace Fogg, CSSGB, MSTM—Applied Engineering Technology** · 2nd
Logistics Solutions Engineer at Arrival
- Ren Engineering Solutions** · 2nd
Energy Efficiency | Installations | Maintenance at Ren Engineering Solutions

5. Promote your LinkedIn profile URL

FOR EXAMPLE:

- <https://www.linkedin.com/in/kuralovamichaela/>




6. Import of contacts

/mynetwork/import-contacts/

COMPANY Grafika EVENTY Others Digital Communication act... STATUS_MarCom T... SOCIAL streams (IT... Úkoly - To Do

in Search Home My Network Jobs Messaging Notifications Me Work Advertise

Return to Growth 2021 - Your recovery planning starts here. Out now! Ad ...









See who you already know on LinkedIn




Syncing your contacts is the fastest way to grow your network

We'll periodically import and store your contacts to suggest connections and show you relevant updates.
You control who you connect to, and you can manage your contacts anytime. [Learn more](#)

[Continue](#)

Or use one of these:

   Find more connections like Michal, Lukáš and Ondřej.

7. Look through the People You May Know section.

MY NETWORK SECTION

The screenshot displays the LinkedIn 'My Network' section. On the left, a sidebar titled 'Manage my network' lists various connection types with their counts: Connections (681), Contacts (468), People I Follow (13), Groups (4), Events (4), Pages (55), Newsletters, and Hashtags (3). Below this is a promotional banner for LinkedIn with the text 'Your dream job is closer than you think' and a 'See jobs' button. The main content area is titled 'People you may know from Atlas Copco' and features a grid of eight profile cards. Each card includes a profile picture, name, current role, company, and a 'Connect' button. The profiles are: Rebeca Fonseca (Estagiária Atlas Copco), Natascha Jaksch (Marketing bei Atlas Copco), Gerd Tenfelde (Operations Manager TMC bei Atlas...), Frode Børnes (Field Service Technician i ATLAS COPCO TOOLS AS), Sofia Svingby (Vice President Sustainability at Atlas...), Gina Bispiki (Sales Strategy Manager at Atlas Copco), Isabella Hinds (Finance), and Claire Loret (Junior Saleswoman). Below the grid, a section titled 'People you may know from Česká zemědělská univerzita v Praze - Provozně ekonomická fakulta' is partially visible.

Manage my network

- Connections 681
- Contacts 468
- People I Follow 13
- Groups 4
- Events 4
- Pages 55
- Newsletters
- Hashtags 3

Show less ^

Your dream job is closer than you think

See jobs

LinkedIn

Add personal contacts

People you may know from Atlas Copco

See all

- Rebeca Fonseca
Estagiária Atlas Copco
Atlas Copco
Connect
- Natascha Jaksch
Marketing bei Atlas Copco
7 mutual connections
Connect
- Gerd Tenfelde
Operations Manager TMC bei Atlas...
6 mutual connections
Connect
- Frode Børnes
Field Service Technician i ATLAS COPCO TOOLS AS
Atlas Copco
Connect
- Sofia Svingby
Vice President Sustainability at Atlas...
8 mutual connections
Connect
- Gina Bispiki
Sales Strategy Manager at Atlas Copco
18 mutual connections
Connect
- Isabella Hinds
Finance
Atlas Copco
Connect
- Claire Loret
Junior Saleswoman
Atlas Copco
Connect

People you may know from Česká zemědělská univerzita v Praze - Provozně ekonomická fakulta

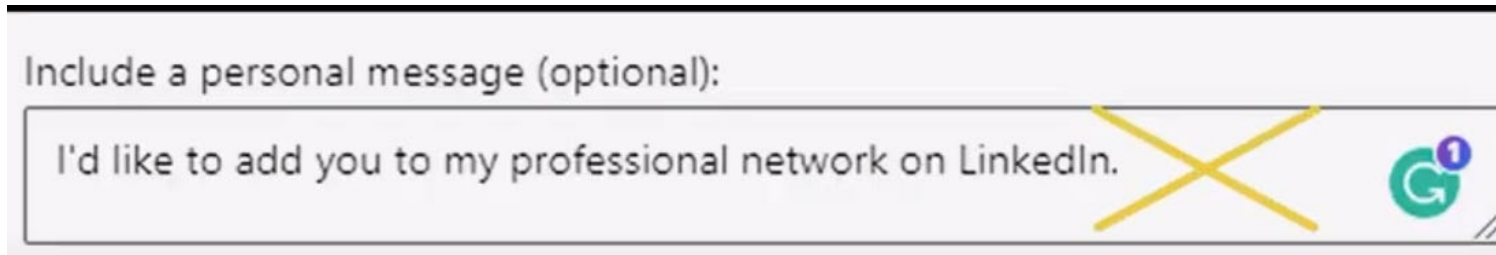
See all

8. Be active – so others can find you

1. Engage with existing connections
2. Interact in groups
3. Post engaging content

Connect with new people

- Personalised message, not his one:



Write about:

1. Who you are
2. Where you found them
3. Why you want to connect (common point, icebreaker)

.....And after? Build relationship

For example

For someone in the same LinkedIn group

Hi [first name]!

I noticed you went to [university or college] – I graduated from there myself [x] years ago! I'd love to connect with you and see how we might be able to support each other professionally.

To your success,
[Your first name]

Hi [first name],

I came across your profile in the [group name] Group on LinkedIn. Your post recently about [topic or subject] really resonated with me, so I thought I'd connect with you to keep in touch and maybe bounce ideas off each other at some point in the future!

All the best!
[Your first name]

Hi [first name]!

I came across a LinkedIn article you wrote on [topic]. I really resonated with your thoughts on [mention key takeaway from article]. I'm new to Canada and interested in [subject]. I'd love to keep in touch and learn more about your work.

[Your first name]

For second degree connections

Hi [first name]!

One of our mutual connections, [mutual connection name], shared an article you wrote on [topic]. I really like the insights you shared and wanted to reach out and connect. I've actually worked with companies in this area and would love to chat over coffee sometime.

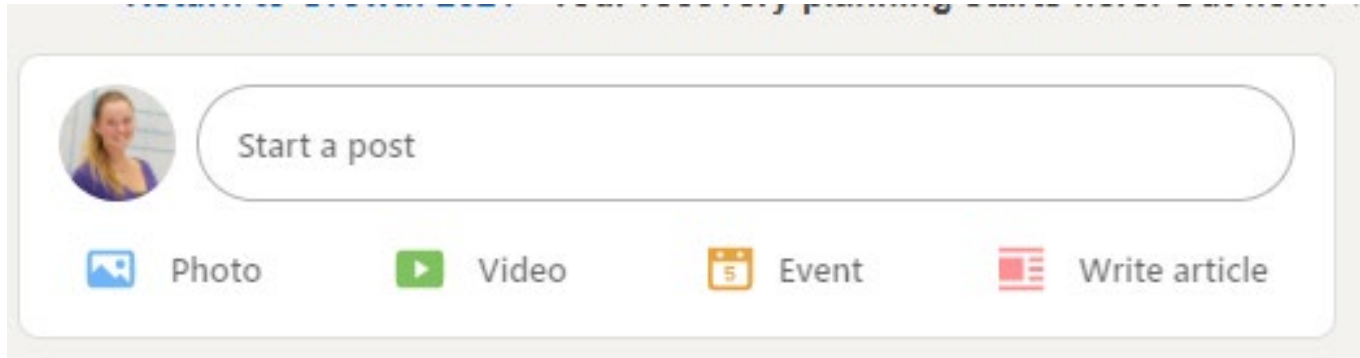
[Your first name]

Hey [first name],

I'm glad [mutual connection name] introduced us. Next time we run into each other, you'll have to tell me more about what you do for [company] – I've always been interested in the [industry name] industry.

Cheers,
[Your first name]

Content creation

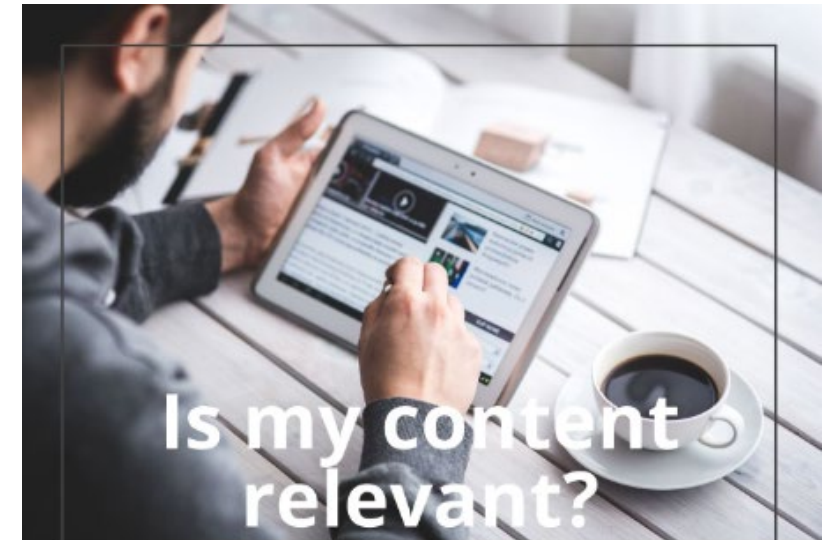


[How to film](#)

Create your own newsletter

Start your own discussion with a newsletter on LinkedIn. Share what you know and build your thought leadership with every new edition.

[Try it out](#)



- () What added value can I provide?
- () Which form of content is best for me? (text, video or sound?)
- () Who is my target group?
- () What interest does my target group have?
- () What questions do I get from my customers again and again?
- () What information can I use to help my target groups or give them an advantage?

How to increase your post reach?



TAG YOUR COLLEAGUES, CO-WORKERS OR OTHER COMPANIES

When you tag other contacts or companies, you're promoting your engagement, either in your own post or in the comments section of an interesting post. To do so, enter an @ and the respective name.



POST REGULARLY

Post 2-3 times a week to avoid being forgotten by your followers.



USE THE RIGHT HASHTAGS

Hashtags are keywords, that categorize your post. You can also follow them and get the posts in which the hashtag was used displayed.



Tip: Choose hashtags that already have followers. So, the chance of reaching even more people is higher.

BEST TIME TO POST ON LINKEDIN



Most clicks and shares

Tuesday 11 a.m. to 12 p.m.



The worst time for LinkedIn

10pm to 6am, especially on Friday nights and weekends.



Best time to post

In the morning before work from 7am to 8am and after work 5pm to 6pm.



When is LinkedIn most used?

During the lunch break at 12 noon and after work from 5pm to 6pm.

Hashtags

examples



GROUP HASHTAGS

#AtlasCopcoGroup #HomeOfIndustrialIdeas
#AtlasCopcoPassionatePeople #InsideAtlasCopco

INDUSTRIE GENERAL

#Industry40 #Digitalisierung #Iiot #Innovation #Technology
#SmartFactory #Optimization #SmartManufacturing
#Machinelearning #Digitaltransformaton #Digitalization
#Manufacturing #Assembly #Maintenance #Electronics
#IndustrialSecurity #IndustrialTools



AUTOMOBIL

#ElectricVehicle #EMobility #EV #Automotive
#AutomotiveIndustry #Sustainability #Enviroment



AEROSPACE

#Aerospace #Aerospacemanufacturing #Luftfahrt #Aircraft
#Aviation



RAILWAY

#Trains #Transit #Transportation #RailIndustry #Railsystems
#RailSafety



WINDENERGY

#Energy #Onshore #Windenergy #Offshore #RenewableEnergy
#Sustainability #GreenHydrogen #Windpower
#SmartConnectedBolting #Bolting



SERVICE

#Service #Maintenance #CustomerService
#CustomerExperience #Calibration #Testing #Accreditation



ELECTRONIC INDUSTRY

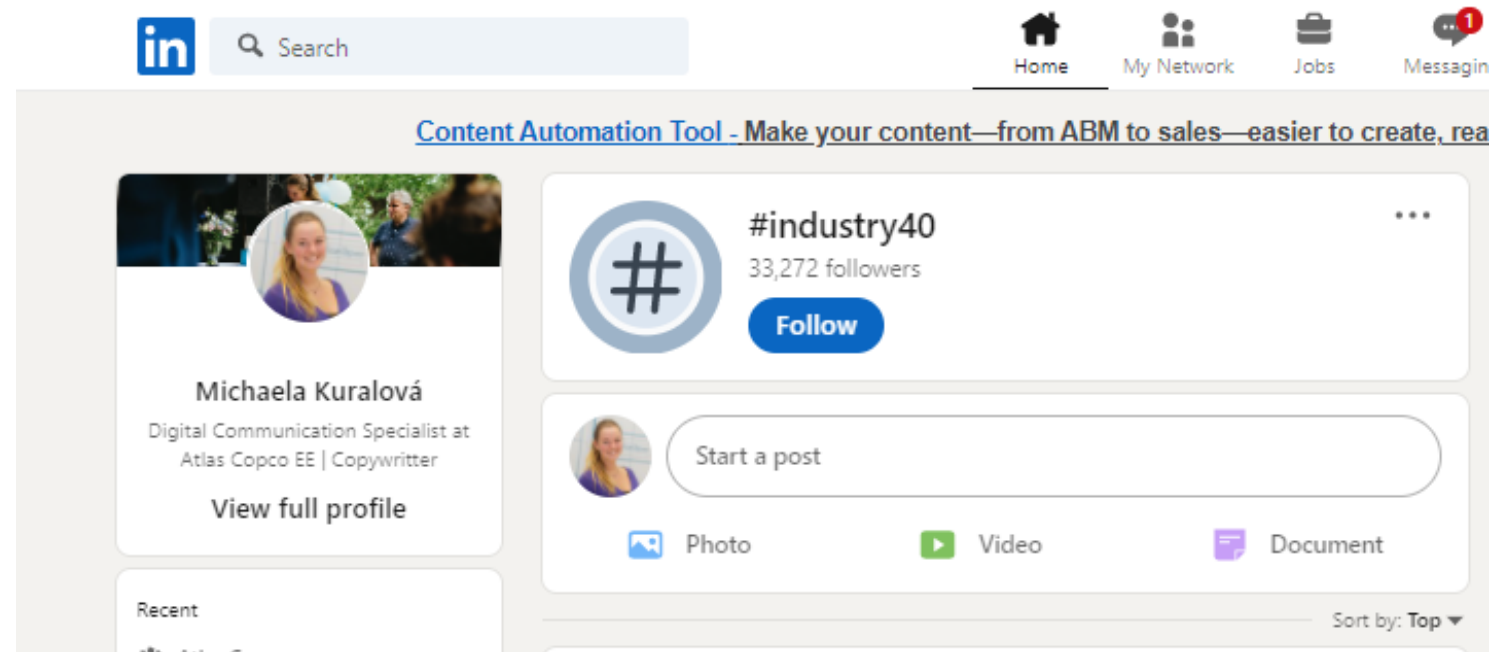
#Electronics #SmartDevices #SmartElectronics
#ElectricalEngineering #MobileTechnology
#ElectronicManufacturing #Smartphone #MedicalEquipment
#Automotiveindustry #MedTech



INDUSTRIAL ASSEMBLY

#Engineering #Montage #IndustrialSecurity #Ergonomie
#Ergonomics #Health #Healthcare #Arbeitssicherheit
#Flexibility

Follow hashtags



Content creator – Company Tab

Reshare content from others employees

<https://www.linkedin.com/company/atlas-copco/mycompany/>

The screenshot displays the 'My Company' tab for Atlas Copco on LinkedIn. At the top, the company header includes the name 'Atlas Copco', the tagline 'Home of Industrial Ideas', location 'Machinery · Stockholm · 626,841 followers', and employee count '26,533 employees'. Navigation buttons for 'Following', 'Learn more', and 'More' are present. Below the header is a horizontal menu with 'Home', 'My Company' (selected), 'About', 'Posts', 'Jobs', 'Life', 'People', 'Events', and 'Videos'. The main content area is titled 'Atlas Copco today' and features three boxes: '56 coworkers recently joined Atlas Copco' with a '+53' button, '21 coworkers were recently promoted' with a '+18' button, and '93 coworkers recently celebrated work anniversaries' with a '+90' button. Each box includes small profile pictures of the employees. Below this is a 'Trending coworker content' section with two posts. The first post by Clint Blair (2nd) features a photo of a group of people at an Atlas Copco booth and has 8 comments. The second post by Erika Libanio (2nd) features a video of industrial machinery and has 25 comments. Both posts show engagement icons (like, comment, share, repost) at the bottom.

Atlas Copco
Home of Industrial Ideas
Machinery · Stockholm · 626,841 followers
Michal & 126 other connections work here · 26,533 employees

✓ Following Learn more More

Home **My Company** About Posts Jobs Life People Events Videos

Atlas Copco today

56 coworkers recently joined Atlas Copco
+53
Taillefer, Bruno, Martin & 53 oth...

21 coworkers were recently promoted
+18
Ceyhun, Pieter, Jose Alberto & 1...

93 coworkers recently celebrated work anniversaries
+90
Václav, Cristina, Heinrich & 90 o...

Trending coworker content See all

Clint Blair • 2nd
Providing Innovative Solutions and Technolo...
1d • 🌐

#cleanpower2021 If you are here in Beautiful Salt Lake City, We would love to see you at the ...see more

Heriberto Vega and 66 others · 8 comments

Erika Libanio • 2nd
Operations Manager at Atlas Copco Brasil
2d • 🌐

Hey ho
Tudo de ótimo pra vc! ...see more

Heriberto Vega and 184 others · 25 comments

Successful posts

Tag people, companies...

Karel Prančl • 1st
Business Development Manager at Atlas Copco Eastern Europe
1mo • 🌐

We were pleased to welcome a representative of Hyundai Motor Manufacturing Czech in our Innovation Center Bratislava and be able to personally acquaint them with the latest trends from the [#AtlasCopco](#) "kitchen", with a focus on [#Industry40](#). The space was also in the area of [#QualityAssurance](#), [#QualityControl](#) and the data [#Digitalization](#).



👍 You and 57 others

Reactions




Wojciech Sek • 2nd
Sales Team Leader General Industry Poland
3mo • 🌐

EXPO GAS Kielce - zapraszamy na nasze stoisko [#energy](#) [#smartbolting](#) [#tensioners](#) [#hydraulic](#) [#napinacze](#)

See translation


Rozwiązania w dziedzinie połączeń śrubowych

Oferujemy pełną gamę przemysłowych i budowlanych narzędzi do połączeń śrubowych, w tym hydrauliczne klucze dysznowe, napinacze śrub i narzędzia z ciepłą rotacją.



👍 You and 44 others

Reactions



Karol Mazurkiewicz • 1st
Sales Engineer w Atlas Copco | Bolting Account Manager for Vestas in Poland...
1mo • 🌐

Atlas Copco visit on Vestas site in Poland.
To see how the things work 🙌.

Many thanks for all 🙌.
See you next time!!!

[#atlascopco](#) [#smartertensioning](#) [#windenergy](#) [#boltingtools](#)



👍 You and 75 others

6 comments

Costin Tigană • 2nd
Sales Engineer helping professionals in Energy segment, Atlas Copco
1mo • Edited • 🌐

Are you looking for a small, ergonomic, yet powerful tool for your maintenance process?

We have the perfect solution 🙌

Our new battery tool, SRB HA can easily reach 4000Nm and be your reliable tool for the job

Built in transducer allow the tool to really measure the torque giving a high accuracy of 5%

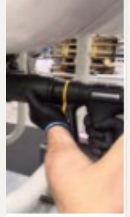
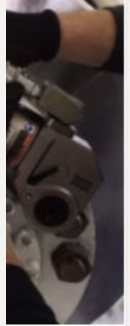
It has a nice display on which you can set your torque manually or via wifi connection

There is a possibility to set up batch of programs, including torque +/- angle strategy

P.S. is also IP 41 certified, means you can work in light rain 🌧


If you want to test it, let me know and we can schedule a demo on your site

[#maintenance](#) [#industry4_0](#) [#atlascopeertools](#) [#sustainableproductivity](#) [#smarttools](#)



👍 You and 50 others

Reactions



I'll keep this in mind... Love this... In my opinion... Thanks

Sales navigator

News and updates

- New filtration options
- Prioritizing users which we want in the list
- No limits in the list
- Integration with CRM system (salesforce, dynamics)

	LinkedIn Free	Premium Business	Sales Navigator Professional
Who's Viewed My Profile	Last 5 people	Last 90 days	Last 90 days
InMail (per month)	-	15	20
Extended LinkedIn Network Access	-	√	√
Advanced Sales Specific Search Tools	-	-	√
Saved Leads	-	-	1,500
Automatic Lead & Account Recommendations	-	-	√
Territory Preferences	-	-	√
Custom Lists	-	-	√
Sharing Custom Lists	-	-	-
Job Change Alerts	-	-	√
Prospect & Company News Alerts	-	-	√
Notes & Tags	-	-	√
Sales Navigator Learning Center	-	-	√

Examples of filtration – how to...?

Use AND or OR, spy what they shared or you have in common

This screenshot shows the LinkedIn search interface. The search bar at the top contains the text "head of legal AND contracts". Below the search bar, there are tabs for "Lead results" and "Account results". The "Lead results" tab is selected. On the left, there is a sidebar with "Keywords" and "Filters". The "Keywords" section shows the search term "head of legal AND contracts" with a close button. Below it, there are suggestions: "legal counsel", "legal and contracts", and "legal director". The "Filters" section is currently empty. The main area displays search results. At the top, there are three summary boxes: "180K+ Total results", "7.5K+ Changed jobs in past 90 days", and "12K+ Connected to people in your network". Below these, there is a list of results. The first result is for Virginia H. Johnson, a Senior Vice President at Global Atlantic Financial Group. A hand cursor is pointing at the "180K+" total results box.

This screenshot shows the LinkedIn filter sidebar. The "Relationship" filter is set to "2nd Degree Connections". The "Company" filter is set to "Included: 'google' OR 'microsoft'". The "Company headcount" filter is expanded, showing a list of ranges: "Self-employed", "1-10 (51K+)", "11-50 (100K+)", "51-200 (77K+)", "201-500 (32K+)", "501-1000 (15K+)", "1001-5000 (14K+)", and "5001-10,000 (3K+)". A hand cursor is pointing at the "11-50 (100K+)" range. Other filters visible include "Industry", "Department headcount", "Department headcount growth" (set to "Sales > 10% growth"), "Annual revenue", "Company headcount growth", "Technologies used", "Fortune", and "Number of followers".

This screenshot shows the LinkedIn filter sidebar. The "Company headcount" filter is expanded, showing a list of ranges: "Self-employed", "1-10 (51K+)", "11-50 (100K+)", "51-200 (77K+)", "201-500 (32K+)", "501-1000 (15K+)", "1001-5000 (14K+)", and "5001-10,000 (3K+)". A hand cursor is pointing at the "11-50 (100K+)" range. Other filters visible include "Industry", "Department headcount", "Department headcount growth" (set to "Sales > 10% growth"), "Annual revenue", "Company headcount growth", "Technologies used", "Fortune", and "Number of followers".

TIPS & TRICKS

- Set up your goals and strategy
 1. NETWORK – how many connection per day
 2. CONTENT – how many post per week
- Install LinkedIn app to your phone
- Visit regularly
- Follow professionals and get inspired
- Need help? Contact us
- Youtube tutorials

FOLLOW US ON OUR DIGITAL PLATFORMS – GLOBAL

LinkedIn – YouTube – Facebook - Instagram



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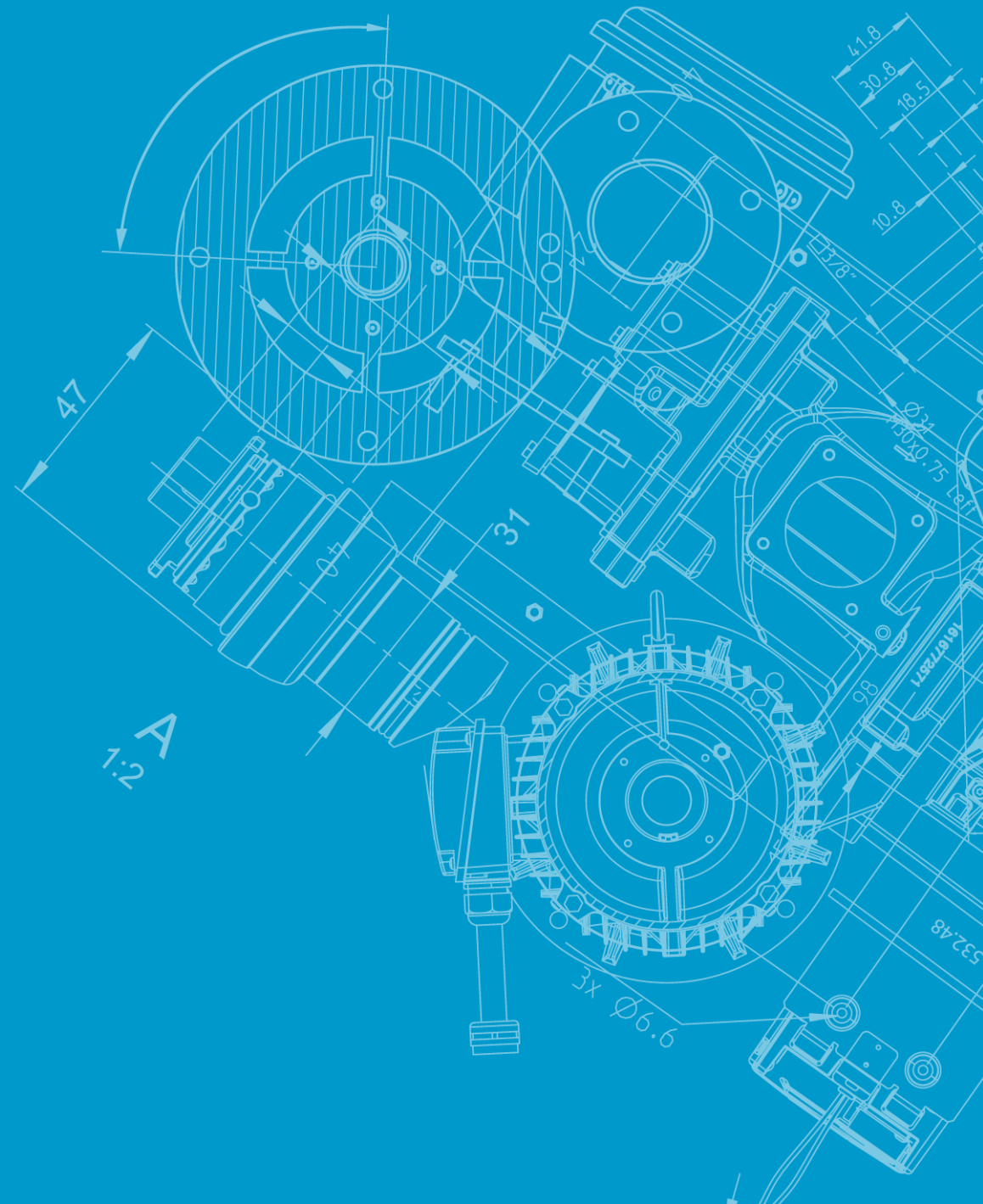


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Thank you for your attention





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