

# 25 Frases de Icebreaker para Eventos

## Technology/IT/Consulting

#	Frase/Icebreaker	Contexto de uso específico	Ejemplo en conversación real	Industria
1	"Great turnout today—what brings you to [Event Name]?"	Inicio de conversación en registraci3n/coffee area	"Great turnout at TechCrunch Disrupt—what brings you here? Scouting new solutions or showcasing?"	Universal
2	"I caught your question during the Q&A—interesting angle on [topic]"	Post-sesi3n con alguien que particip3 activamente	"I caught your question on Kubernetes security—interesting angle. Are you implementing it internally?"	Technology
3	"How are you finding the conference so far?"	Icebreaker neutral cuando no hay contexto previo	"How are you finding AWS re:Invent so far? I'm impressed by the serverless innovations track."	Technology /IT
4	"This is my first time at [Event]—any must-see sessions?"	Genera rapport pidiendo recomendaciones (valida expertise del otro)	"This is my first time at Gartner Symposium—any must-see sessions you'd recommend for IT strategy?"	IT Consulting
5	"I see you're from [Company]—I've heard great things about your [product/service]"	Usar info de name badge para personalizar (requiere research previo)	"I see you're from Salesforce—I've heard great things about Einstein AI. How's adoption going?"	Business Services
6	"What's your take on [keynote topic]? I'm curious about real-world application"	Referencia a contenido del evento genera discusi3n sustancial	"What's your take on that edge computing keynote? I'm curious about real-world ROI in manufacturing."	Technology
7	"Are you based locally or did you travel for this?"	Small talk geogr3fico abre puertas a empresa/industria local	"Are you based in San Francisco or did you travel for Dreamforce? I flew in from Austin."	Universal
8	"I'm exploring [topic]—running into any interesting solutions here?"	Posiciona tu b3squeda, invita recomendaciones	"I'm exploring zero-trust architectures—running into any interesting vendors here at RSA Conference?"	IT Services
9	"Have you been to this event before? Worth coming back?"	Valida experiencia, genera discusi3n sobre evoluci3n del evento	"Have you been to Microsoft Ignite before? Worth coming back or was last year better?"	Technology
10	"I'm hoping to connect with folks in [industry/role]—is that your space?"	Directo pero no agresivo para calificar prospect	"I'm hoping to connect with CTOs in healthcare—is that your space or different sector?"	IT Consulting
11	"That [speaker name] session was packed—did you manage to get in?"	Genera complicidad sobre log3stica de eventos concurridos	"That Jensen Huang keynote was packed—did you manage to get in or watching the stream?"	Technology
12	"I'm curious about your experience with [technology/trend]"	Pregunta abierta que posiciona al otro como experto	"I'm curious about your experience with generative AI in customer service—seeing real impact?"	Business Consulting
13	"What's the biggest challenge you're tackling this quarter?"	Pregunta directa pero informal para pain point discovery	"What's the biggest IT challenge you're tackling this quarter? We're hearing a lot about talent gaps."	IT Services
14	"I noticed we're connected with [mutual connection] on LinkedIn"	Usa conexiones mutuas para instant credibility	"I noticed we're both connected with Maria Gonzalez from Accenture—how do you know her?"	Universal
15	"Are you here for [specific track]? I'm trying to decide between sessions"	Genera conversaci3n sobre contenido, revela intereses	"Are you here for the cybersecurity track? I'm torn between the SIEM and SOAR sessions."	IT Consulting
16	"What innovations are you most excited about from today's demos?"	Enfoca en futuro/innovaci3n (positivo, no-amenazante)	"What innovations excited you most from the expo floor? That AI-powered observability tool looked solid."	Technology
17	"I'm working on [challenge]—curious if that's on your radar too"	Vulnerabilidad controlada genera reciprocidad	"I'm working on reducing cloud spend without sacrificing performance—curious if that's on your radar?"	IT Services
18	"This might be random, but are you hiring/expanding in [area]?"	Abre puerta a business development o partnerships	"This might be random, but are you hiring DevOps engineers? We're expanding our nearshore team."	Business Services
19	"I love your approach to [topic mentioned]—how did you get started in that?"	Halago genuino + pregunta sobre journey genera rapport profundo	"I love your approach to zero-downtime deployments—how did you get started in reliability engineering?"	Technology
20	"What's your hot take on [controversial industry topic]?"	Genera discusi3n animada (usar con prospects ya engaged)	"What's your hot take on AI replacing developers? I think it's overhyped—curious your perspective."	Technology /IT
21	"If you could solve one problem with unlimited budget, what would it be?"	Pregunta hipot3tica revela prioridades reales sin defensiveness	"If you could solve one IT problem with unlimited budget, what would it be? For us, it's legacy system debt."	IT Consulting
22	"I'm looking to learn from folks who've [achievement]—is that you?"	Flattery basado en logros reales (research previo)	"I'm looking to learn from CTOs who've scaled teams 5x—saw your company grew from 20 to 100 engineers. That you?"	Business Consulting
23	"What's working well for you right now? I need some wins to balance my challenges"	Humor + vulnerabilidad genera autenticidad	"What's working well for you in sales automation? I need some wins to balance my CRM implementation nightmares."	Business Services
24	"I'm trying to convince my team about [topic]—what's been your experience?"	Pide consejo impl3cito, posiciona como peer no vendor	"I'm trying to convince my team about serverless—what's been your experience with cold start issues?"	Technology
25	"Let's skip the pitch fest—what are you genuinely hoping to get from today?"	Meta-conversaci3n sobre networking genera conexi3n aut3ntica	"Let's skip the pitch fest—what are you genuinely hoping to get from this event? Real talk."	Universal