

Networking



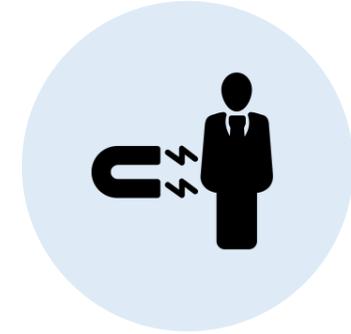
What is Networking?



Meeting new people
in a business or
social context



Developing strong
connections and
relationships



Being engaged and
engaging

The art of meeting people and benefiting from those relationships

Why is Networking important?



An avenue to exchange ideas

Success in a career is largely attributed to the pool of information or ideas you have garnered over the past



It makes you noticeable

People quickly notice others that have stronger capabilities to make themselves relevant.



Route for newer opportunities

People that are superior to your career path could be a stepping stone that could change your life for the better.



Improves your creative intellect

Even a simple interaction with one person can transform a year-long development work and result in a breakthrough



Growth in self-confidence

Training and mentorship garnered from networking builds self-confidence and promotes self-esteem.



Growth in status

The contacts you keep largely influence growth in your status and pave the way for better opportunities in your career

Professional networks lead to more job opportunities, broader and deeper knowledge, improved capacity to innovate, faster advancement, greater status and authority, improved quality of work and increased job satisfaction.

Talking for Personal Interest/Selling



Saying “Hello” and passing out social smiles



One way street: “I want to tell you about me!”
“Please help me out”



No follow up after meeting people

Vs.

Networking



Conversation + Interest
= Exchange of Information



Two way street: “What can we do for each other?”



Credibility and Trust takes time to build

Do's

- ✓ Try to volunteer as much as possible
- ✓ Find a mentor that can make you grow
- ✓ Organize and maintain contacts with a brief description of their profile
- ✓ Ask for informational interviews
- ✓ Keep networking

Don'ts

- ✗ Forget to mention your background
- ✗ Think that networking happens only at “events”
- ✗ Neglect to thank everyone who has been helpful
- ✗ Believe in myths, like networking is only for extroverts
- ✗ Be afraid to ask for help

Learn to Love Networking.



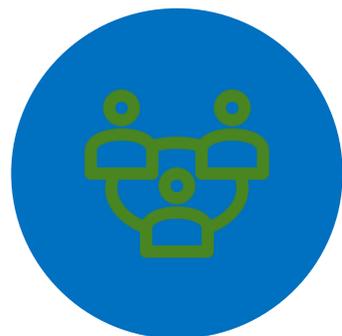
Focus on Learning

Prevention-focused people see networking as a necessary evil leading to less engagement and ultimately underperformance

Prevention-focused

Promotion-focused

Promotion-focused people want to network and approach the activity with excitement, curiosity, and an open mind about all possibilities



Identify Common Interests

When networking is driven by substantive, shared interests identified through serious research, it will feel more authentic and meaningful and is more likely to lead to relationships that have those qualities too.



Think Broadly About What You Can Give

When people believe they have a lot to offer others, such as advice, mentorship, access, and resources, networking feels easier and less selfish.

Additional Points For a Govt Servant in Networking

- Create Networks 360 degrees
 - Build Ground Level Relationships during your first 10 years
 - Ensure Reliable Sources of Information
 - Groom Young journalists, social media personnel etc.,
- Information makes a lot of difference in Services but don't be a gossiper.
- Don't expect to be the receiver always - be a giver of sorts.
- Network on the side of the powerless – particularly when someone has losses.
- By the end of every year, think and contemplate how many new acquaintances you have created.
- **Value the friendship bank!**

Thank you.