

How To's

NETWORKING

Learning Outcomes

The goals of this How To are for you to be able to:

1. Understand what the Do's & Don'ts of Networking are.
2. Understand what you need and want from networking.

Shopping List

You will need:

- A quiet moment.
 - This downloaded fillable PDF.
- or
- Printed out Networking Questions.

Happy Learning!

Walking up to strangers, politely nodding and smiling, repeating your pitch 10 times and listening to what other people do. Going home with a pile of business cards which you end up doing nothing with. Networking can be difficult, it costs a lot of time and sometimes feels pointless. When actually it's so important!

So take the time to really dive into this How To.

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Why is a good Network important?

Opportunities.

Research shows that eight out of ten people get a new job or a new assignment through their network. A good network offers opportunities. The best opportunities are always shared within peoples' own network first before even being brought out publicly! That means you're one step ahead!

Have a look at your network.

To really benefit from your network you have to ask yourself what you can do for the other. Networking is about giving and taking. Generally, everyone you know/used to know and that has a good impression of you, is your network. Your friends, your family, old classmates, teachers, (old) colleagues... Your network is bigger than you think! People in your network also have a network. This way you can expand your network by making use of other peoples' contacts. Someone once calculated that within three people (the friends of the friends of your friends) you have access to everyone in The Netherlands!

Warm, cold or lukewarm?

There's a difference between your warm, lukewarm and cold network. The people in your warm network are the people you can easily reach out to. The people in your lukewarm network are those that you've met before but are a distant connection. Your cold network is made up of people who you don't know but who you would like to know.

DO'S

1. Be prepared.
2. Go for a presentable but comfortable outfit.
3. Determine your goal.
4. Make sure your LinkedIn profile is up to date.
5. Keep in touch.

DO NOT'S

1. Only talking about yourself.
2. Being pushy.
3. Only talking to people you already know.
4. A closed posture.
5. Pretending to be someone you're not.

Networking Questions

What were your best and worst networking events... and why?

GIVE: What did you give? What do you want to help others with?

TAKE: What do you need? What do you want to ask help for?

What are your goals during a networking event?

What is your warm network? Who is in your cold or lukewarm network?

The Last Tips

Congratulations, you now know a little bit more about Networking!

However, as practice makes perfect it's now the time for you to get out there and start making those amazing new connections!

Here are some tips to keep in mind:

- 1 Check out Apps like Handshake or Shapr.
- 2 Practice, Practice, Practice.
- 3 Try to go to as many networking events as possible.
- 4 Ask friends and family for feedback.
- 5 Reflect on your progress!

Extra Inspiration

Article: [7 Tips](#)

Podcast: [Networking that Works](#)

Video: [How to Hack Networking](#)

Website: [Doors Open](#)