

Positive Networking:

You don't "do" networking, you enjoy it as part of who you are



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What Scares You Most About Networking?

- I draw a blank and don't know what to say.
- It's one thing to do introductions, but how do I maintain the conversation, and keep it lively?
- I feel phony and inauthentic.
- I'm not _____ (smart enough, successful enough, etc.).
- It's impossible to break into groups already formed.
- I'm an introvert.
- People drain me.
- It scares the living daylights out of me!

Positive Networking

Positive networking is helping someone else

Keys to positive networking

- **Focus** on the other person
- **Listen** to what they are saying
- **Search** for clues to what they need
- **Match** your skills to their needs



Your Networking Tasks for ITRA

1. **Use the 3-ft rule** - Strike up a conversation with anyone who is within three feet of you.
2. **Ban the Buddy System** - In your next session or at lunch today, sit next to two people you don't know very well. Resist the urge to sit next to your "buds" and stay in your comfort zone.
3. **Follow up to extend the relationship** - Reinforce your initial meeting.