

Networking Skills

*“It’s not what you know,
but who you know and
who knows you that
matters!”*



- Current network – you already have one!
 - friends, family
 - contacts from voluntary work, societies/clubs
- Expand your network by:
 - Attending events, groups, clubs
 - Ask people you know for other contacts
 - Online networking

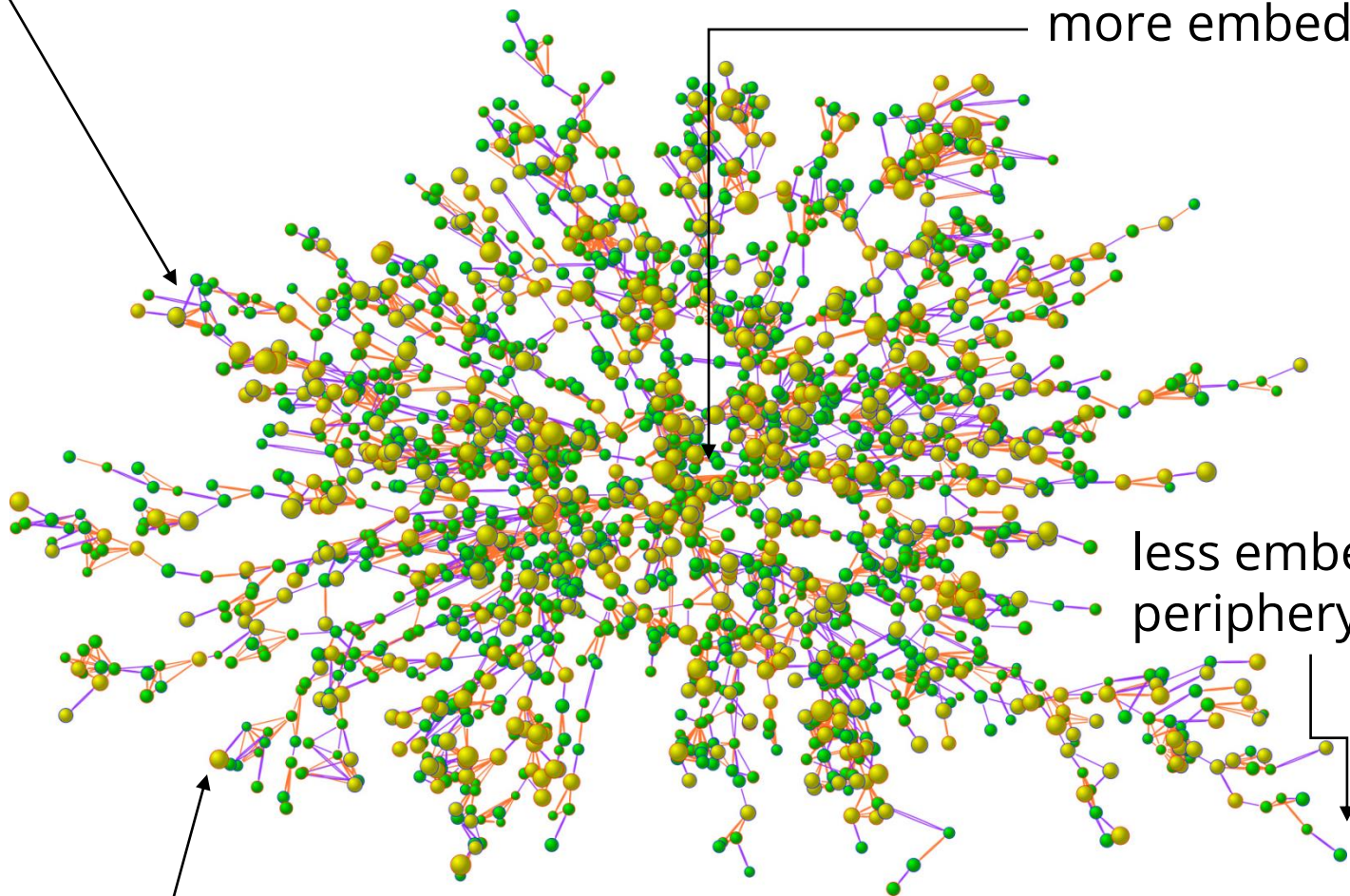
We shape our personal social network.

1. We **determine the structure** of our network: how many people we are connected to.
2. We influence the **density** of interconnections between friends and family.
3. We control how **“central”** we are within the social network. Are you the life of the party? Or the wall flower?

Social Network

Line = a relationship between two people

more embedded = central



less embedded =
periphery

Node = a person

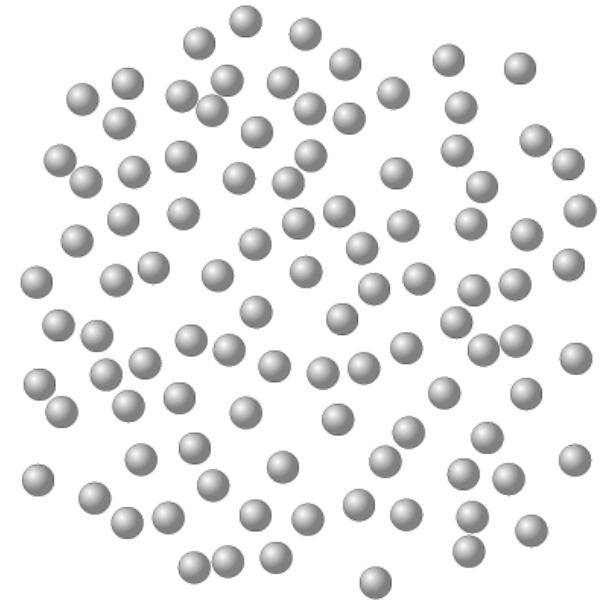
“embedded”: the degree to which a person is connected within a network

Alone in the crowd

Loneliness is a discrepancy between *desire* for connection and *actual* connections.



Photo by Tom Woodward

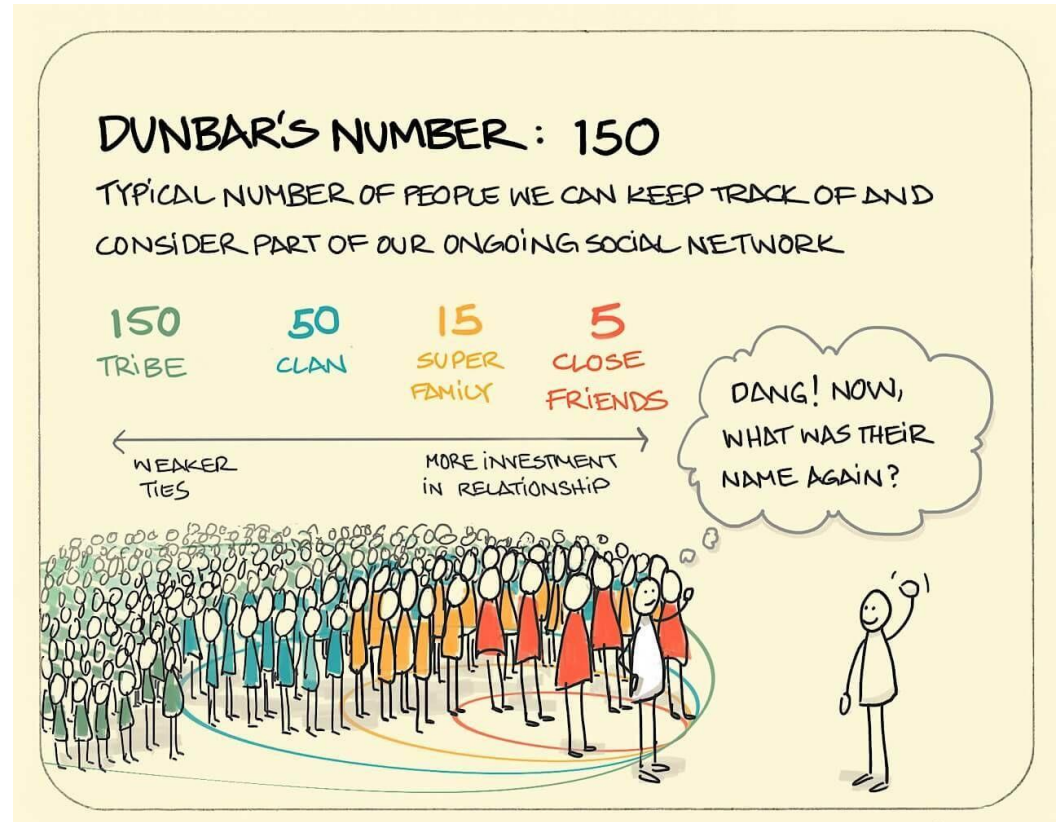


Each extra friend reduces the frequency of loneliness by 2 days per year (the average person feels lonely 48 days per year)

Dunbar's Number

The “magic number” is 150

Dunbar's number is a suggested cognitive limit to the number of people with whom one can maintain stable social relationships - relationships in which an individual knows who each person is and how each person relates to every other person



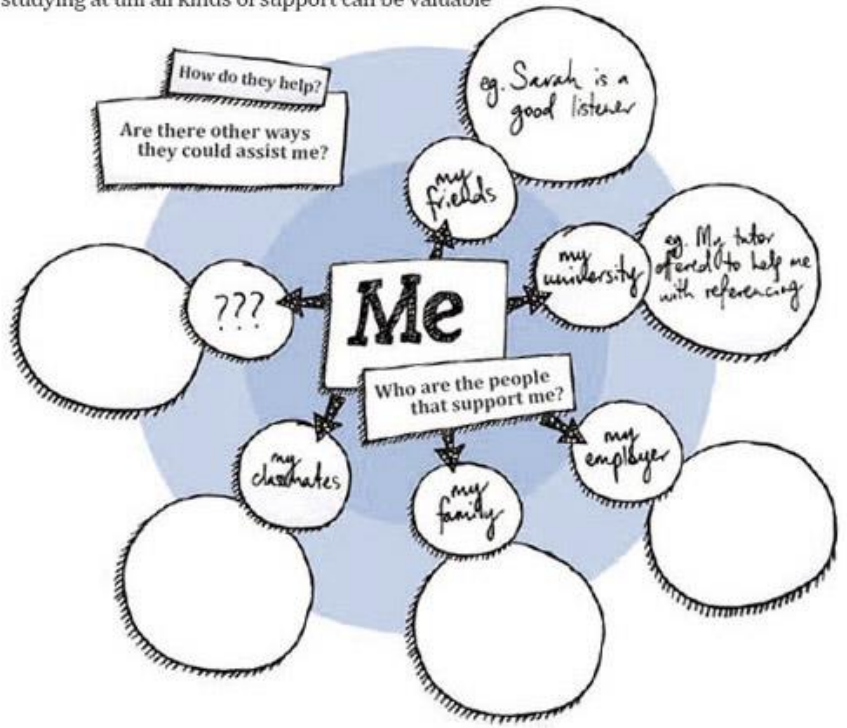
“using the personal relationships people have with one another to increase your exposure to information and opportunity.”

- It's not about selling yourself; it's about helping other people.
- It's not about becoming popular; it's about learning and sharing.
- If it's hard to talk to strangers, make it easy for them to talk to you. Rather than worry about yourself, you can think: "How can I reassure others? How can I make myself calm enough that they will feel at ease when they talk to me?"
- Be more interested in them than in yourself.
- Pay it forward

- Volunteer, get involved in new activities to meet people.
- Starting conversations – *“Do you mind if I join you?”*
- Introduce yourself.
- Remember the other person’s name and details.
- Think about what information are you looking for – *“What brought you here today?”*
- Start with small talk.
- Find common ground (we rely heavily on shared experience to bond with others).
- Ask open questions. For example, “tell me more...”.
- Know when and how to share something personal.
- Use positive body language. For example, nod attentively when someone is speaking.
- Don’t always try to be perfect. Admitting fallibilities make people like you more.
- Listen a lot! ...be interested.

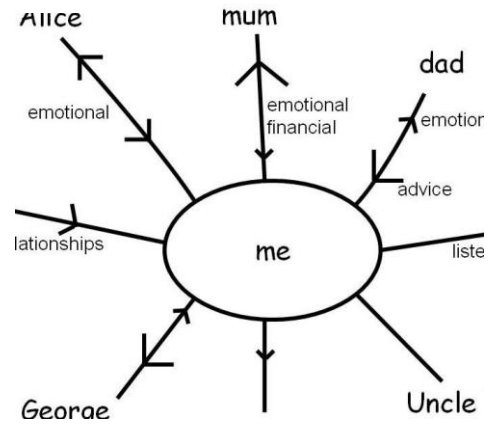
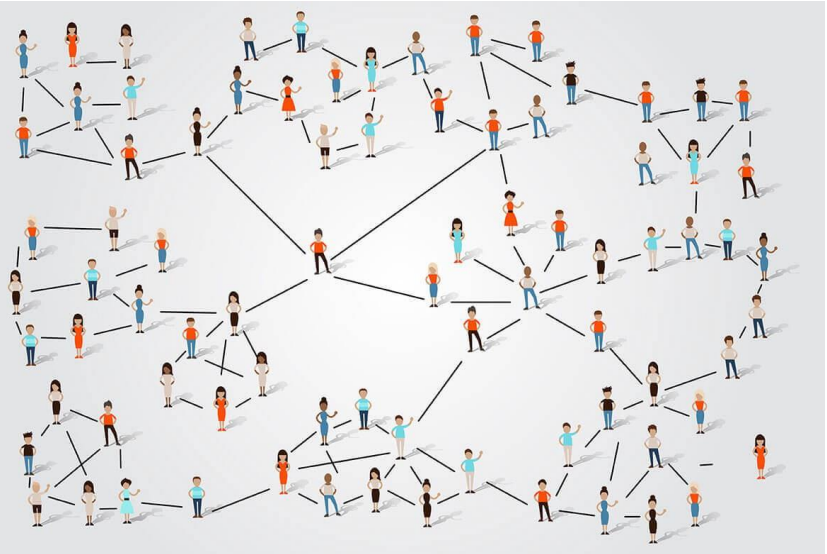
MY SUPPORT NETWORK

When studying at uni all kinds of support can be valuable



**If you want to go fast, go alone.
If you want to go far,
go with others.**

African Proverb



**EVERYONE YOU
WILL EVER MEET
KNOWS
SOMETHING YOU
DON'T.**

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