
believes

- skill
- networking is not
- true networking
- networking cliché
- facing the fears

skill

networking is a skill that can be learned

networking is not

is not about bothering, pestering, using people

is not about being pushy,

it's not a contest to see who can collect the most business cards or shake hands

it's not one-sided selfish activity

it's not asking people for jobs

true networking

effective networking:

is based on relationships that are cultivated and nurtured so that a mutual exchange of information, advice, referrals, and support takes place

networking cliché

it's not what you know, it's who you know

facing the fears

- rejection - "I can't stand rejection"
- obligation - "If they support me, what will they expect from me?"
- "What if I can't give back to them to the same degree they gave to me?"
- looking weak or needy
- spending too much time - "I don't have time to network"
- appearing pushy and aggressive
- -being cold and impersonal

dimensions

inner self

people

things

events

ideas

levels

personal
professional
public