



Webinar Networking starts at 11.00 am



The art of making and maintaining (new) contacts that can be usefull and stimulate your career.





Networking

- **New insights:** Develop your perspective on life. Experience differences can lead to new perspectives on personal and business level.
- **Opportunity:** Large networks make great opportunities!





Networking

Formal: a symposium / congress / career-related contacts

Informal: a gathering/ sportclubs / personal meetings



Networking for your career

- External contacts
- Exchanging information
- A new job / new clients



Networking on distance

Create a post

Miranda de Vogel ▾

Anyone ▾







What do you want to talk about?

Add hashtag Help the right people see your post

+ 📷 📺 📄

Post

Celebrate a teammate Share that you're hiring

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Networking; Make yourself visible



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ResearchGate





Use social media

- Make a strong and personal profile
- Be as concrete as possible



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Making a strong profile

Who are you? Personal information and personality.

What can you do / do you know? Knowledge and skills.

What gives you energy? What kind of tasks would you like to do (again) in your new job?

With or for whom would you like to work? Colleagues / clients

What do you need from your employer? Working environment / culture





Your Pitch and your networkquestion

- Breakout rooms:
 - 2-3 people in breakoutroom
 - Pitch on the questions of the previous slide.
 - Define your network question.
 - Give feedback on the pitch.
- 1 minute before ending the breakout room you receive the message that you have will return to the mainsession in 60 seconds.





Do's for networking

- Be yourself
- Listen carefully
- Be sociable
- Be helpful





Don'ts for networking

- Not being sincerely interested in the other
- Finding help naturally
- Be negative about others





Build your network

- Start with warm contacts; (former) colleagues / friends / work related contacts
- The network of the other can help to expand your own network
- Personal approach: immerse yourself in a person. Make contact with people that have an interesting job or work for an interesting organization.
- Be as concrete as possible; then your question is clear and you can be helped in the most efficient way. (in)visible vacancies can be notified to you





Maintain your network

Give feedback after help

Relationships require time and attention

Return your help to others





Presenting yourself

Work on your self-awareness; know your qualities and pitfalls.

Be realistic; you don't need to know or to do everything. Have courage to be vulnerable and dare to fail and learn.

Self-confidence; you work on this all your life!





Networkgoal

Example:

- In the next month I contact at least three people to talk about their work or employer
- In the next month I find at least three organizations that I don't know yet but are interesting to work for.
- I find myself a 'workpall' to discuss every two weeks my progress in networking and applying-activities.

