Networking Practice

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Welcome

• Networking: “fun” or “work”?

• What makes it so?
Get moving

• Grab paper and pen
• Please get up
• Move quickly across the room
• Join 2-3 other people
• Greet each other
See yourself through others’ eyes

• Take 2 minutes for this exercise
• Write down answers to the following questions:
  – What were your first impressions of each person?
  – What do you think caused you to form that impression? Think in terms of specifics
• Hand each person your written feedback
Discuss what you learned about first impressions

• Take 3 minutes
• Were others’ impressions of you consistent?
• What factors matter most in making a first impression?
• What were the surprises?
• Clarify any ambiguities in the individual feedback you got at the end of the evening
Connect through commonalities

• Take 3 minutes for this exercise
• Turn to someone near you—who you didn’t know before tonight
• Find out three things you have in common
• Return to your original seat
Follow up

- Find each of the people you spoke with tonight at the end of the evening
- Thank them for “practicing with you”