

Networking a Competency You Need to Master!

Presented for

IEEE

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Competency

- Competency is used as a more general description of the requirements of human beings in organizations and communities.

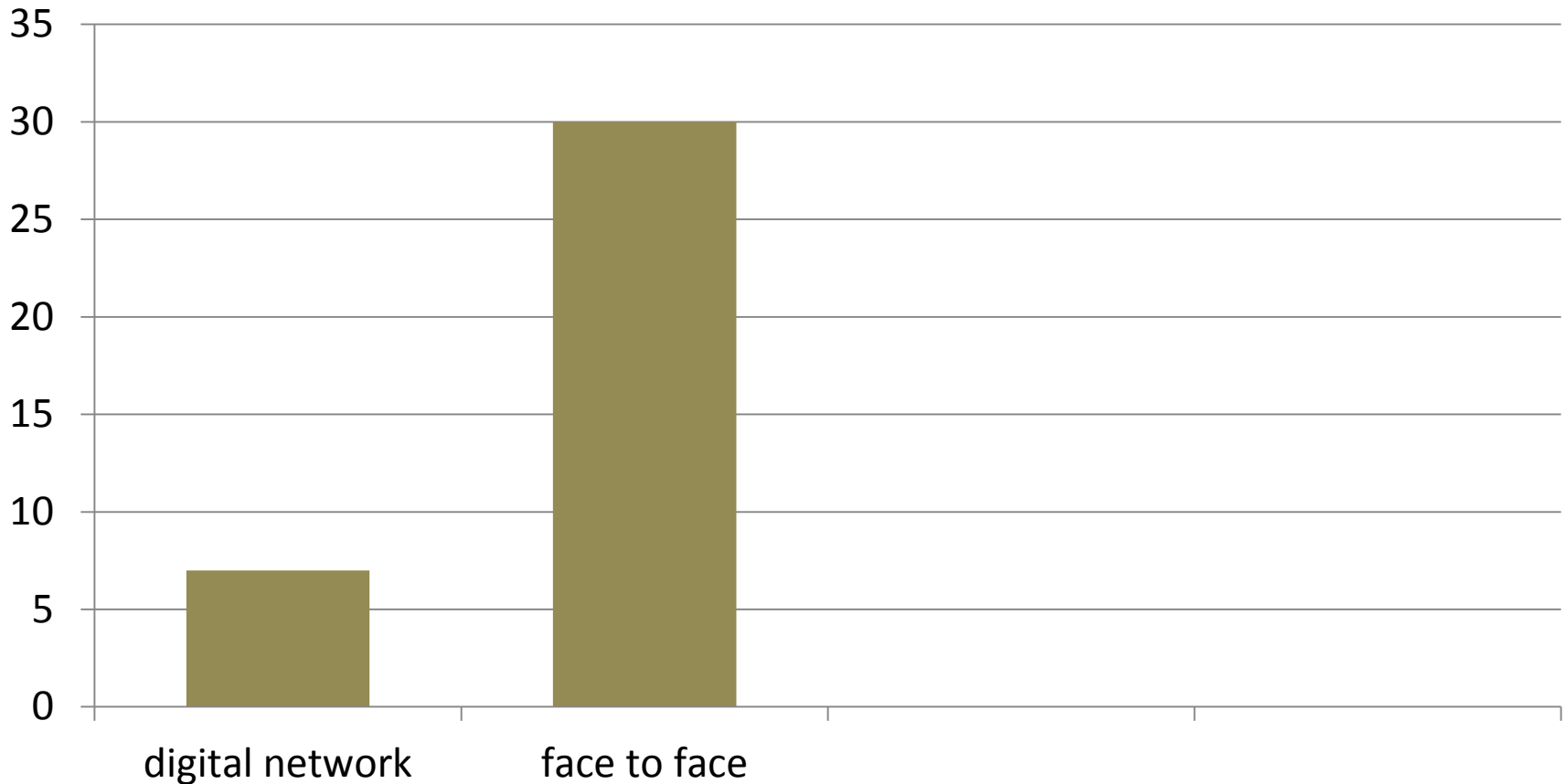
What you will take away

- **What good Networking really is (Easy)**
- **Why Networking is a competency**
- **How to boot your productivity 30% in 2013**
- **5 easy steps for Network building on LinkedIn**

#'s that may surprise you!

- **75-92% of all positions filled are filled through Networking**
- **2-17% of all positions filled are filled through the Internet**
- **70-75% of all positions filled are NEVER advertised!!!**

Boost Your Productivity -- 7% v/s 30%



Your Career Journey



What Is the Purpose of Networking?

- **Create mutually beneficial relationships**
- **Exchange valuable information**
- **Expand connections**
- **Learn about opportunities**



That's the Truth about Networking?

Paradigm shift - Is and Isn't

- **New School**

- **To get what you want, you must GIVE**
- **Boomerang effect**
- **Reciprocity**
- **When you give it comes back**
- **Long term relationship building**
- **Give first and give generously**

- **Old School**

- For job seekers only
- Microwave/quick zap mentality
- Handing out business cards to get _____
- Cynical

5 Ways to Increase Your Network

1. Recommend on LinkedIn without being asked

Make it part of what you do – calendar it

2. Be Strategic – Join Groups

Target specific organizations/make informed choices

3. Provide Value – Participate- Post regularly

Showcase your expertise - Ask questions to learn about others/listen/look for ways to take action



5 Ways to Increase Your Network

4. Update Profile Regularly

Make it part of what you do after each project or quarterly

5. New Years Resolution

Reach out to people and reconnect

6. What else?

Your turn



You Know What They Say???

- **It is both Who you know**
- **And What you know**
- **And they are Both up to you!**

Share...

- **One thing – project – opportunity -**

You would really love to be able to do -

to make a contribution to - to be part of...

Happy Holidays...

Thank You

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Keys to Stellar References and Pre-recorded Resume Workshop

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- To see the entire Power Point please contact Rebecca Kieler for future presentations.

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