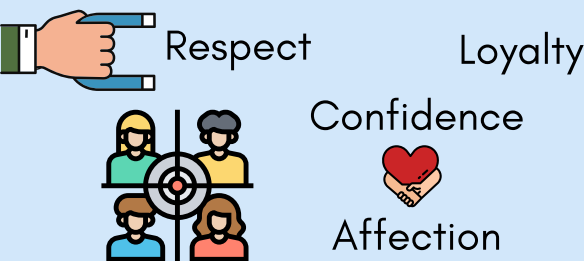


How to Apply Networking Skills in a Large Organisation?

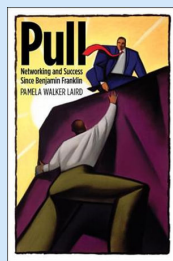
SOCIAL CAPITAL

- ✓ Connects & Connect-ability
- ✓ Network

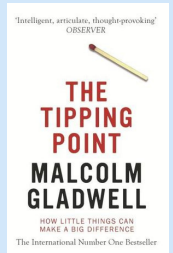
Social Assets



Recommended Reading:



'Pull, Networking and Success since Benjamin Franklin'
By Pamela Walker Laird



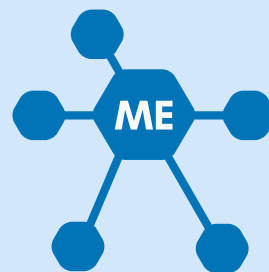
'The Tipping Point'
By Malcolm Gladwell

INTERNAL NETWORKING



Shared Expectations = Opportunities & Goals

Your Role & The Organisation



Step 1: Identify who you need to interact to do your job well.

The Departments & The People

HR Manager
Kate Muller



Step 2: Identify who (name of person) works at the department.

Step 3: Find out who you can approach.

HOW TO NETWORK EFFECTIVELY?



Add Value

(What you know)
(What you can do for others)



Approach Others

(What you want to learn)
(What you want to be better at)

QUICK
TIPS



Be Intentional

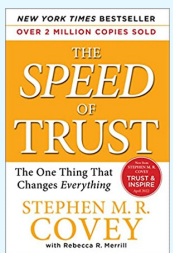


Be Proactive



Be Trustworthy

Recommended Reading:



'The Speed of Trust'
By Steven Covey



'The Long Game:
How to Be a Long-Term Thinker
in a Short-Term World'
By Dorie Clark



LEARNING

'Networking for Introverts'

