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Networking Workbook

MAKING AN
IMPACT THAT
MATTERS
since 1845

Introduction

This workbook is for you to use to support your learning and development in Networking.

Here you'll find short exercises, helpful information and space to record your reflections.

It can be a valuable resource to revisit and add further learning and insights.

We hope you enjoy the session!

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Networking - An overview

Networking is a conversation that can happen anywhere. It can occur through various places, including in-person events, online platforms, social gatherings and within professional organisations.

Networking aims to build a supportive and mutually beneficial network that can lead to collaboration, opportunity, learning and career growth.

Connections can result in new partnerships, spark innovative ideas and create learning experiences to continuously self-improve.

Why is networking important?

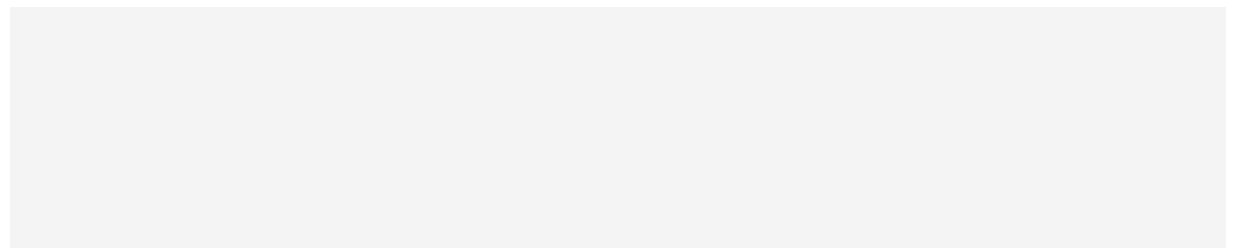
Networking | Success stories

Elon Musk and Larry Page met at a dinner party. Their connection led to discussions about renewable energy and space exploration, eventually influencing Elon Musk's decision to pursue ventures like SpaceX.

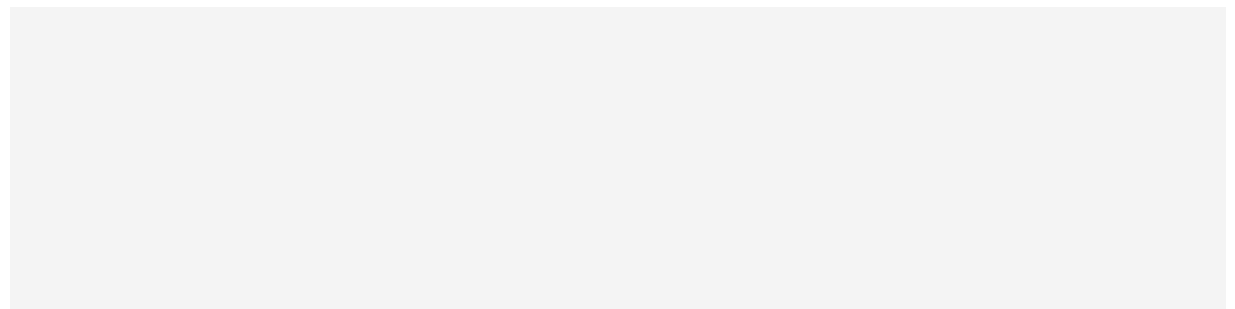
Mark Zuckerberg and Sheryl Sandberg met through a mutual friend at a Christmas party. This networking connection led to Sandberg joining Facebook as its COO, contributing significantly to its growth and success.

Networking can lead to great success stories; there is great value in forming connections, as you can see from these examples.

What other successful networking stories can you find?

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What could you learn from them?

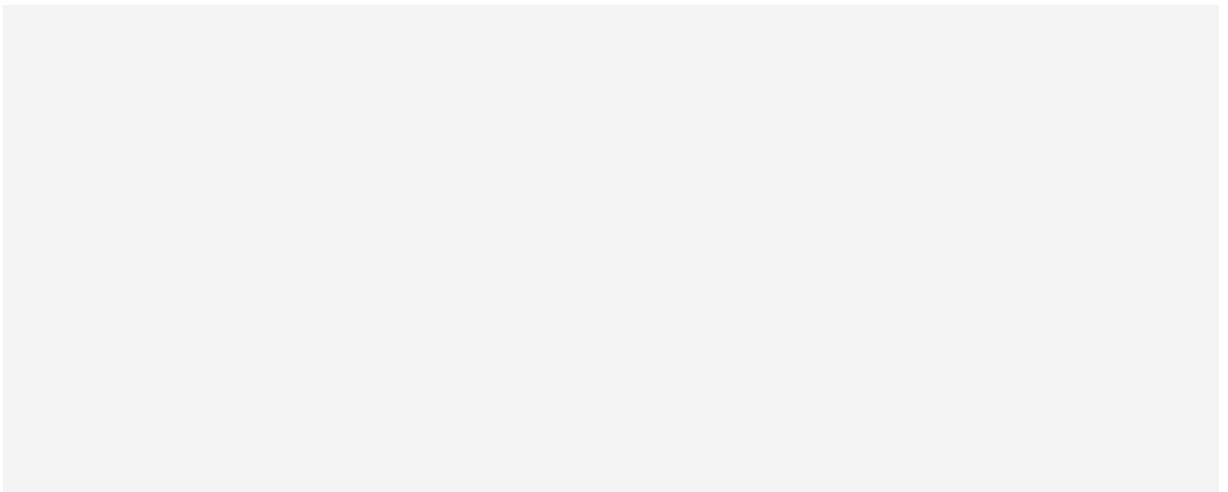
A large, empty rectangular text box with a light gray background, intended for the user to write down lessons learned from the networking stories.

Places, people, things

Consider places you can network formally and informally, and who or what can provide you with personal and professional opportunities. Here are a few to get you started:

- Job fairs/career fairs
- Employer events
- Conferences, talks, lectures
- Social media
- Waiting in line
- Friends and family
- Existing relationships

Where else could you find networking opportunities?



Networking | Scenario 1

You're attending a career fair, and many employers attend the event. How would you ensure you make meaningful connections with all the employers you're interested in within your allocated time? What could you do to use your time wisely, and what questions could you ask to gather the most important and relevant information?

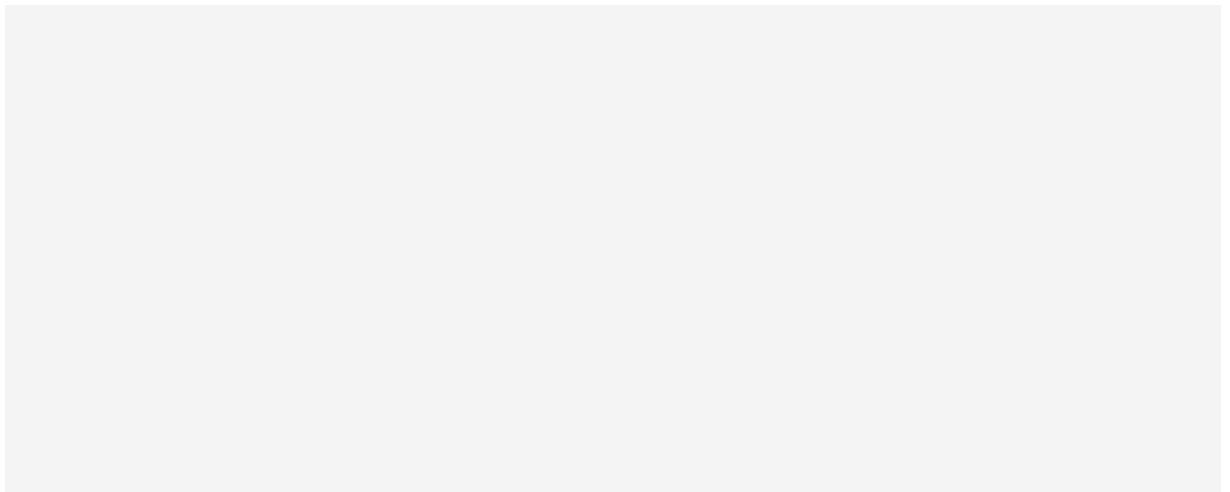
Networking | Scenario 2

You arrive late at an event where you don't know anyone, and everyone is already deep in conversation. How would you approach the event and integrate yourself in discussions to make impactful connections? What skills could be of benefit to you here?

Networking top tips

1. Set clear goals – what are your objectives? Are you seeking new business contacts, knowledge, or career opportunities?
2. Elevator pitch – consider preparing a concise introduction highlighting your unique selling point and goals.
3. Active listening – show genuine interest in others and create a positive impact.
4. Quality over quantity – focus on building purposeful connections to build quality relationships.
5. Be authentic – to stay true to yourself to build trust and genuine relationships.
6. Body language – be open, approachable and positive.
7. Follow up – mention something from your conversation.
8. Remember details – take notes to reference later.

What other networking tips have you come across?



Six degrees of separation

Six degrees of separation illustrates an idea: you are connected to anyone on the planet through a maximum of six connections.

This concept is closely related to networking. It's a professional and business practice based on creating a solid and valuable network of contacts. New connections can lead to new business, new prospects and new clients.

There is opportunity in every connection you make.

Think of six people you know who help you make valuable connections with others.

1.

2.

3.

4.

5.

6.

The benefits of networking

Networking offers a range of benefits for career advancement and beyond. It enhances your skill set, creates a supportive community and enriches your life. Here are a few of the benefits:

- Opportunities
- Knowledge sharing
- Career advancement
- Raised profile
- Confidence building
- Collaboration
- Personal growth
- Professional development

What are your networking strengths?

Where do you need to develop your networking skills?

Next steps

1. Revisit your workbook once a month, or every two months, to check in and reflect on your skills.
2. Stay updated with networking skills, events and opportunities, and consider how to incorporate them into your life.
3. Ask others for feedback on your networking skills, where you could improve, and where you already network effectively.
4. Look at networking skills like communication, relationship building, and body language.
5. Practice, practice, practice.

What are you going to do to improve your networking skills?

1.

2.

3.

Summary

“Everyone you will ever meet knows something you don’t”.

– Bill Nye

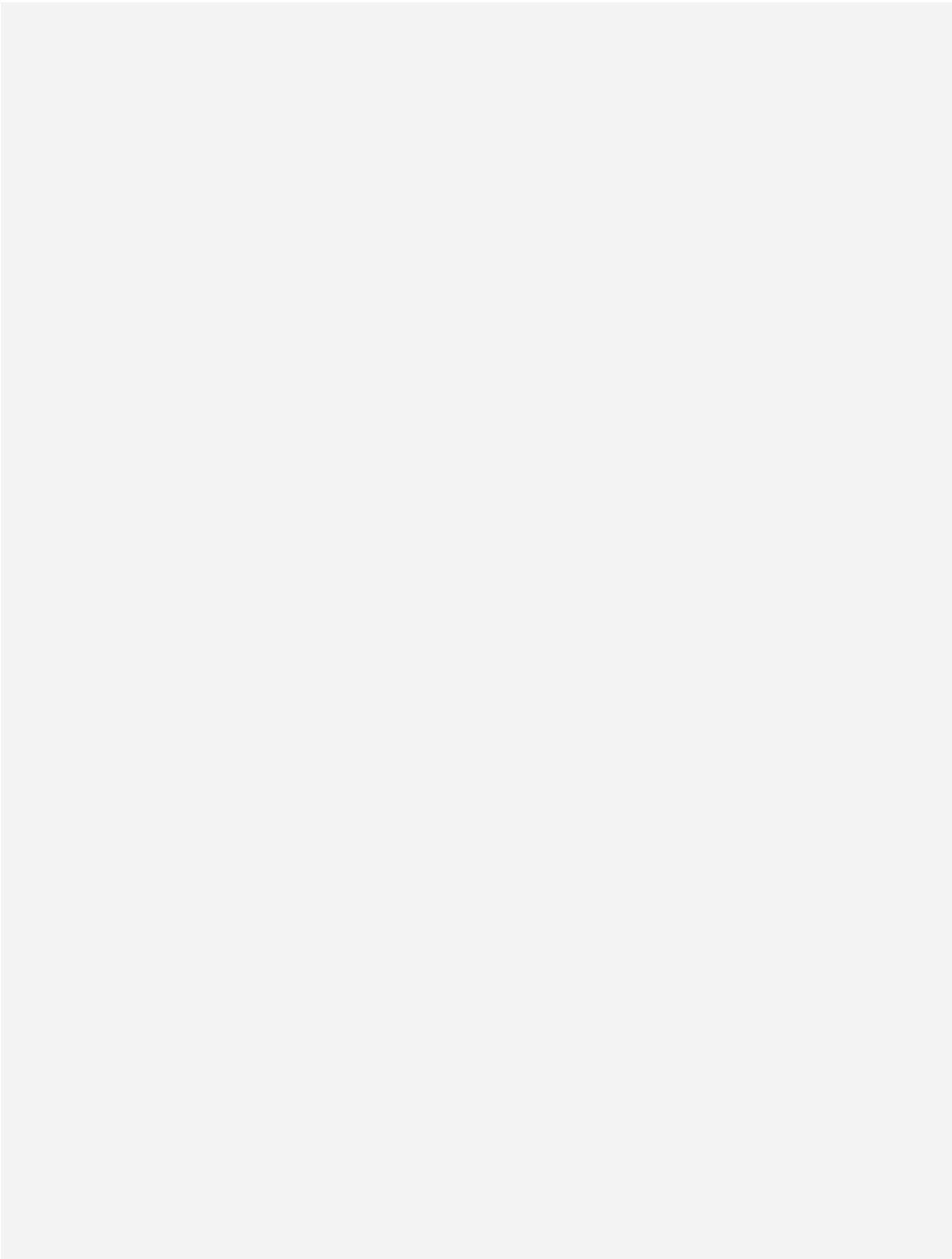
Remember, networking is a journey of discovery, learning and growth. Take inspiration from your connections, and practice active listening to form genuine relationships.

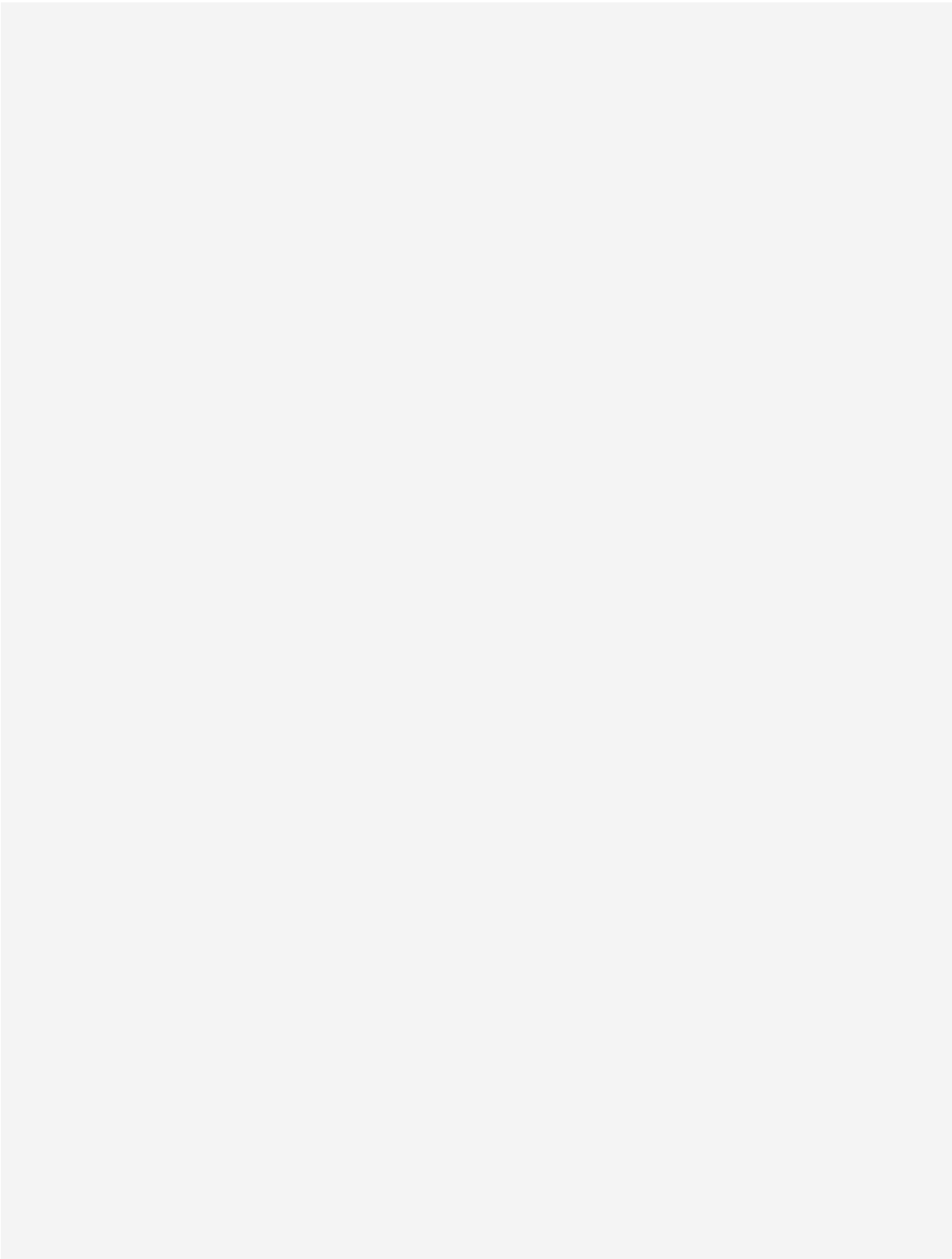
Treat every discussion as a networking opportunity, maintain relationships, embrace diverse perspectives and grow your network.

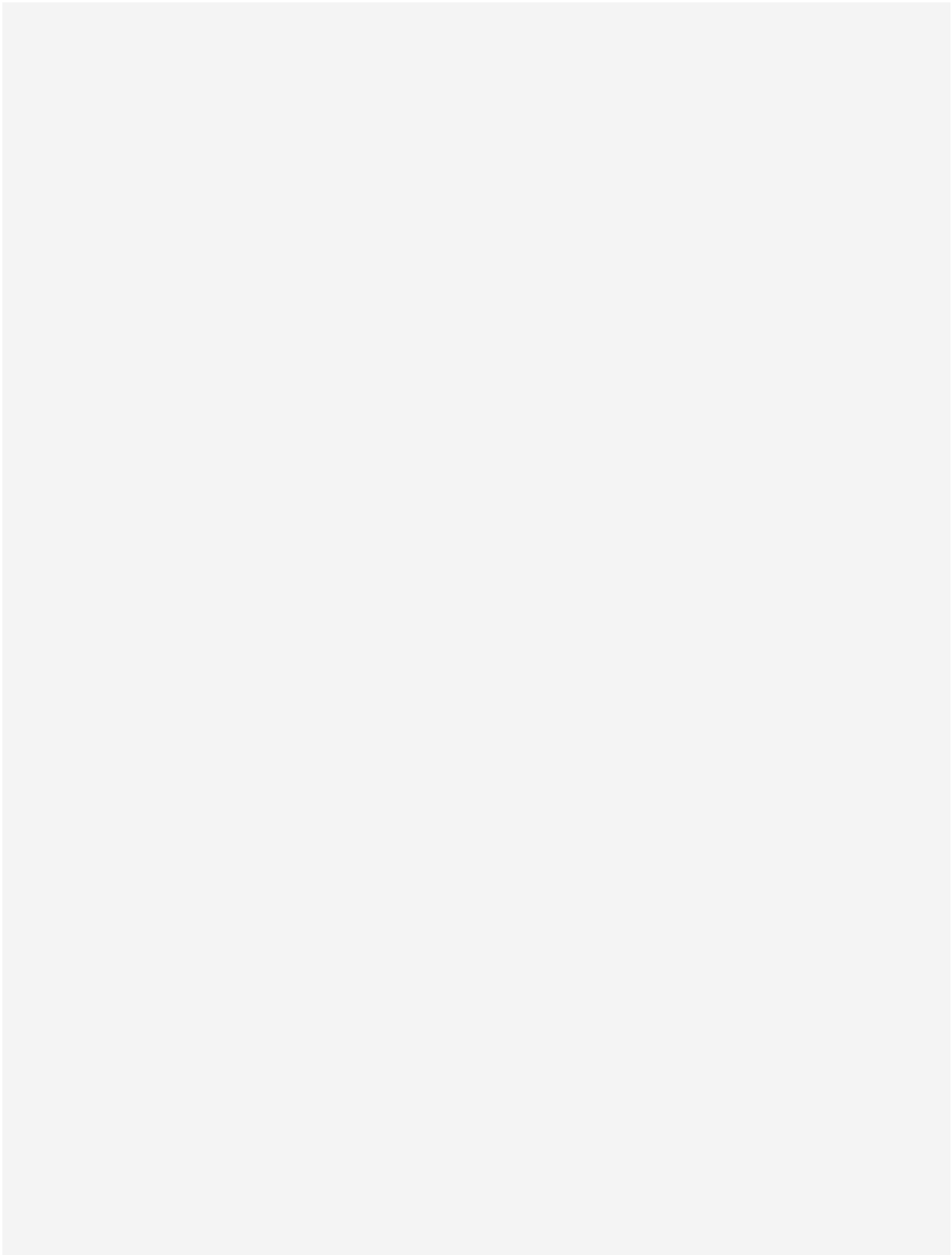
Connect, communicate, and cultivate – your next networking opportunity could lead to unexplored horizons and exciting possibilities.

Further links

- [Careers at Deloitte](#)
- [Our programmes](#)
- [Our events](#)
- [Frequently asked questions](#)
- [Dot the Bot \(ask a question\)](#)







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