

HDN mentoring 1st December 2016

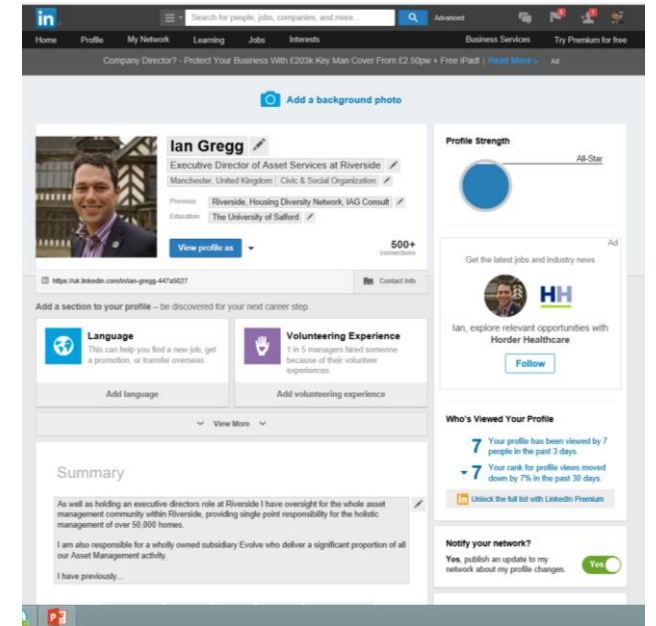
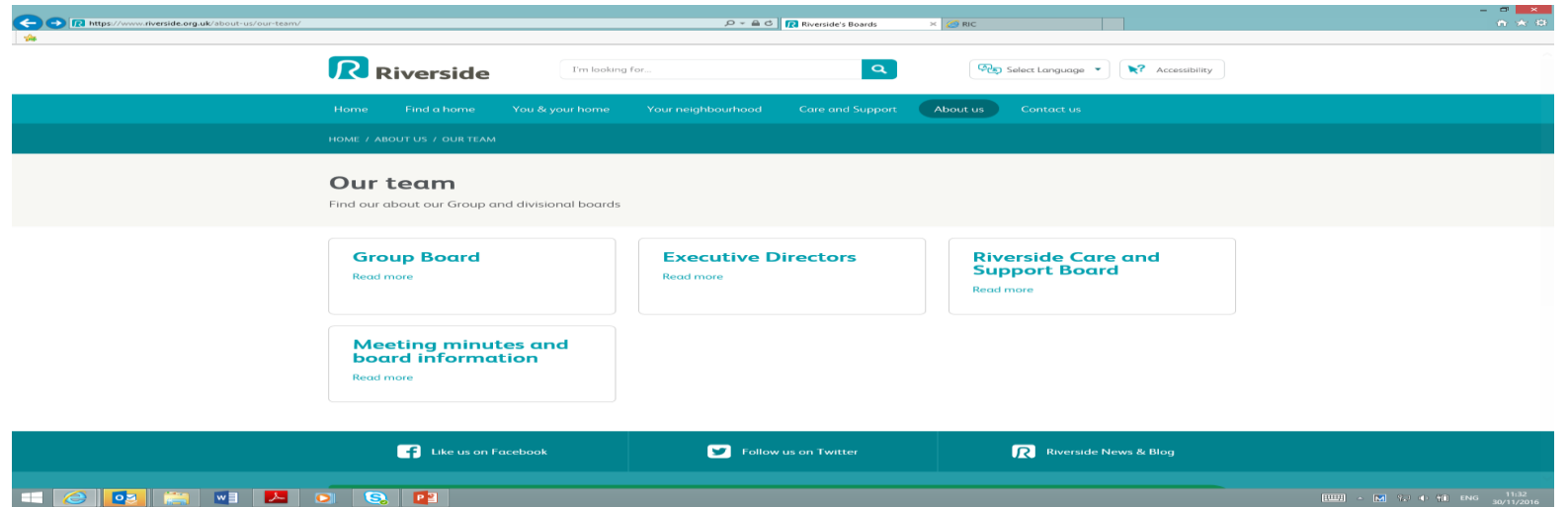
SOCIAL MEDIA + NETWORKING



Who am I ?

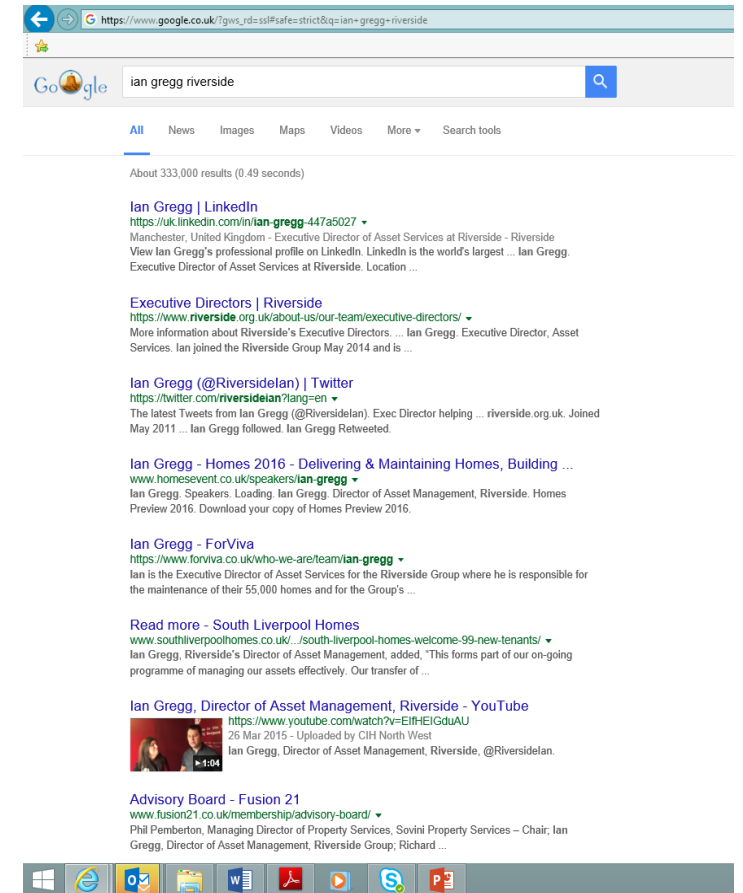
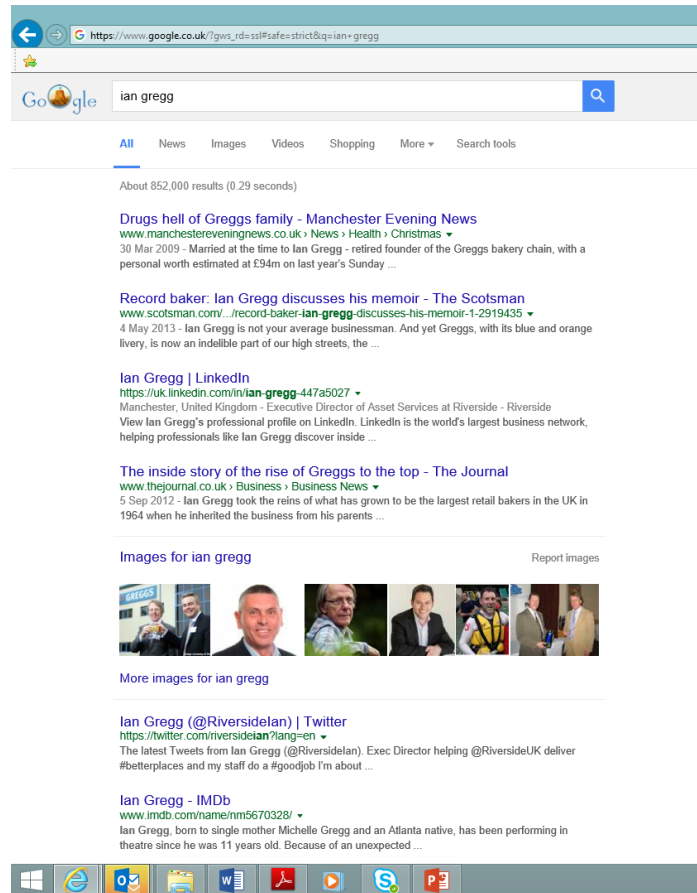
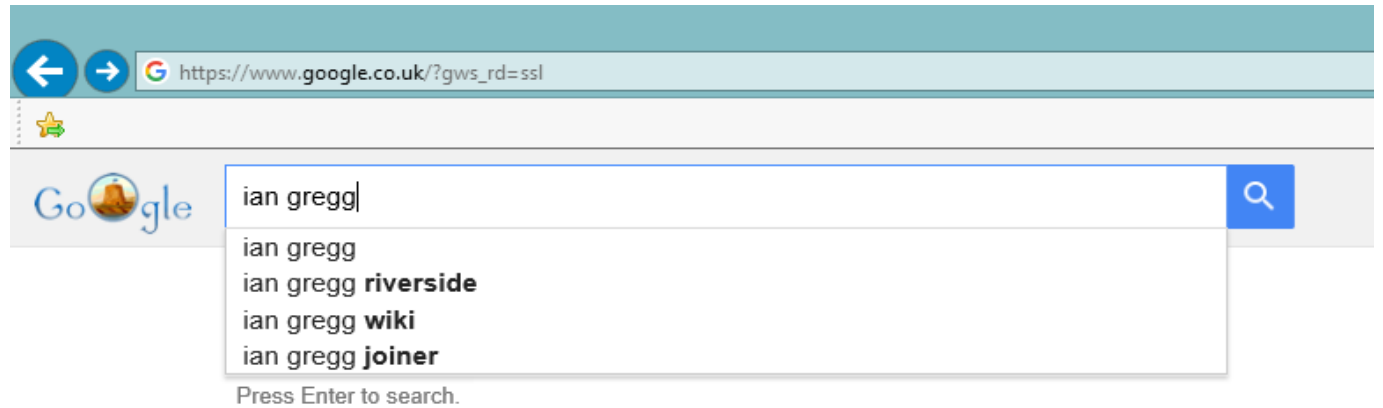
Who am I ?

Under my control



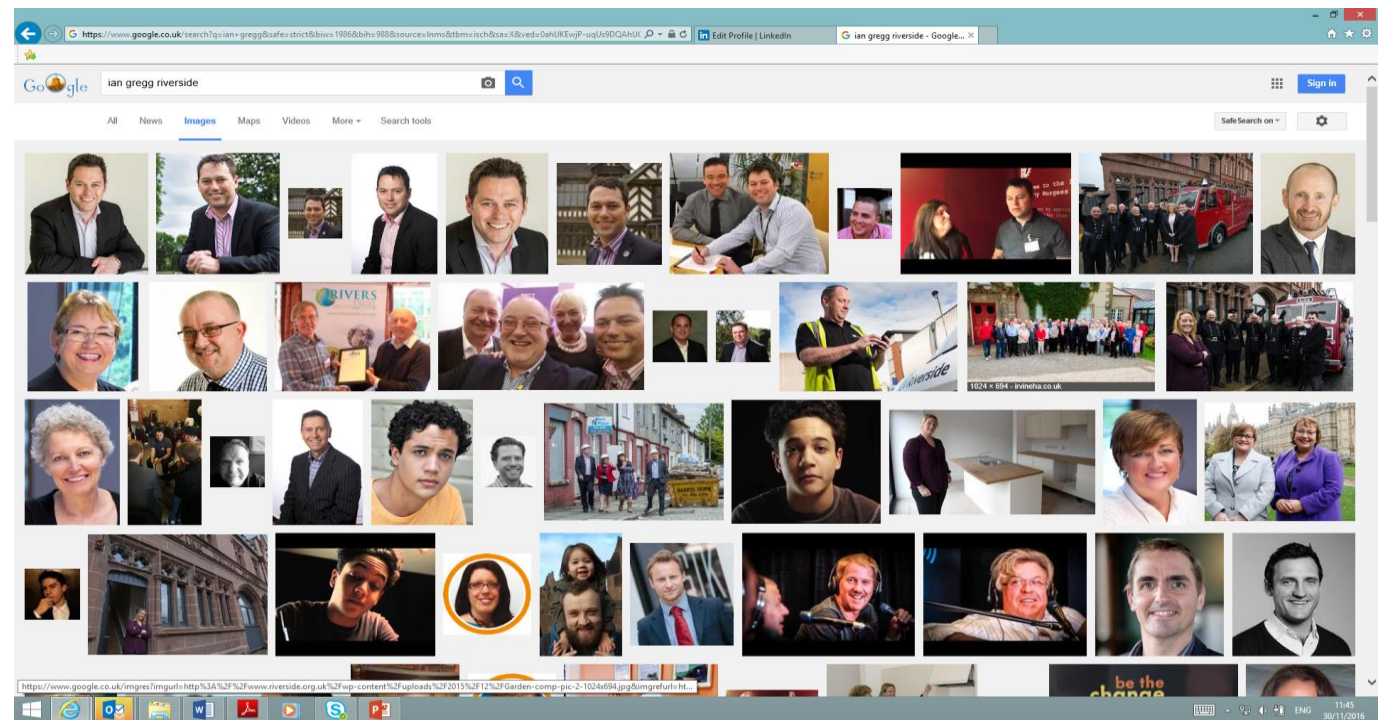
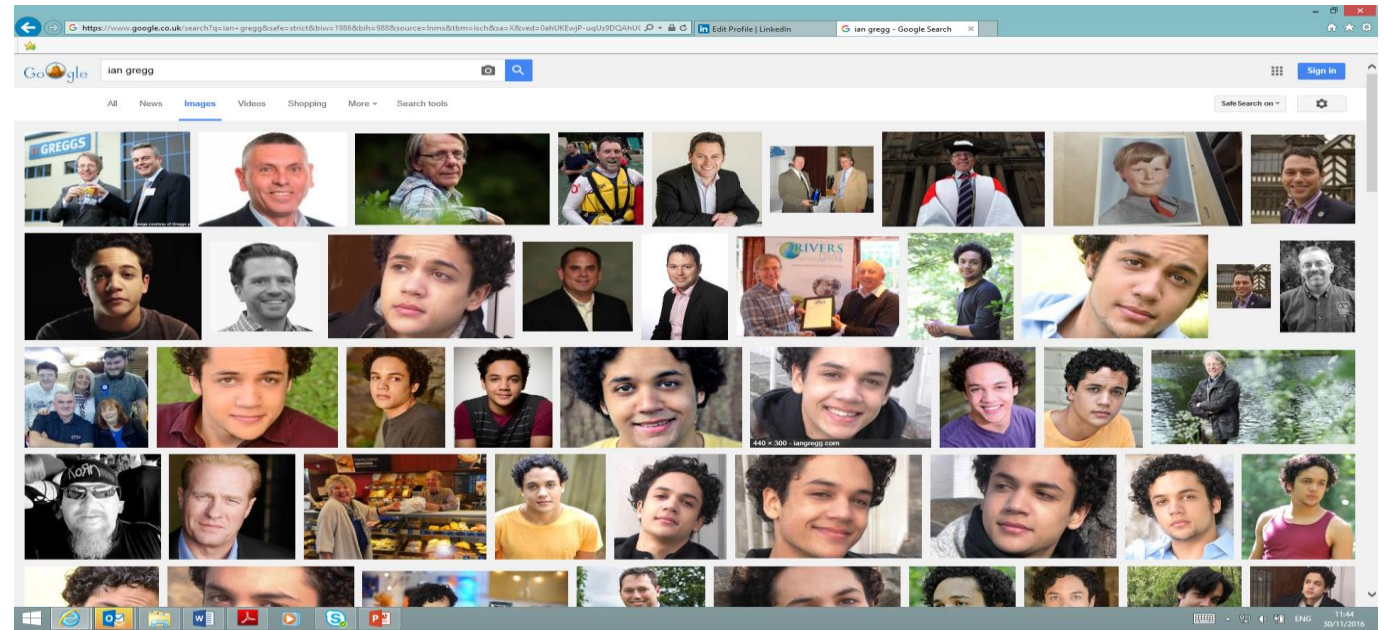
Who am I ?

According to Google



And what do I look like?

According to Google



Networking

THE THREE FORMS OF NETWORKING

Managers who think they are adept at networking are often operating only at an operational or personal level. Effective leaders learn to employ networks for strategic purposes.

	Operational	Personal	Strategic
Purpose	Getting work done efficiently; maintaining the capacities and functions required of the group.	Enhancing personal and professional development; providing referrals to useful information and contacts.	Figuring out future priorities and challenges; getting stakeholder support for them.
Location and temporal orientation	Contacts are mostly internal and oriented toward current demands.	Contacts are mostly external and oriented toward current interests and future potential interests.	Contacts are internal and external and oriented toward the future.
Players and recruitment	Key contacts are relatively nondiscretionary; they are prescribed mostly by the task and organizational structure, so it is very clear who is relevant.	Key contacts are mostly discretionary; it is not always clear who is relevant.	Key contacts follow from the strategic context and the organizational environment, but specific membership is discretionary; it is not always clear who is relevant.
Network attributes and key behaviors	Depth: building strong working relationships.	Breadth: reaching out to contacts who can make referrals.	Leverage: creating inside-outside links.

The key to networking



10 questions

1. How did you get involved in...?
2. What advice would you give me if I wanted to be successful in your line of work (or major)?
3. What do you love/enjoy most about what you do?
4. What separates you from the competition?
5. What one thing would you do if you knew that you could not fail?
6. What was the strangest or funniest incident you've experienced in your business?
7. What significant changes have you seen take place in your profession/area of expertise through the years?
8. What do you see as the coming trends in your profession/area of expertise?
9. So, (person's name), if someone were to describe you in one sentence what would she say?
10. It's the end of a great week and you have some free time on your hands – what would you do?

Million-Dollar Question:

What would make someone the ideal employee for your company or organization?

But don't forget



Over to you

