


Lesson Objectives	 <div>Networking And Its Purpose</div> <div>Tools For Successful Networking</div> <div>Growing Your Network</div>						
Learning Points	<p><b>1. Networking and its purpose:</b></p> <ul style="list-style-type: none"> <li>• Good networking is like asking for directions. It is not manipulation or trying to make use of people.</li> <li>• Access hidden jobs through referrals in a multi-prong approach, combined with social media, recruiting/employment firms, and other forms of outreach.</li> <li>• Explore careers with professionals in similar or different organizations, job roles, as well as industries.</li> <li>• Gain trusted advice from mentors, domain experts, industry practitioners and experienced leaders in different fields.</li> <li>• Build your brand to let others know who you are and your unique value propositions.</li> <li>• “Weak ties” build bridges to new and unique information, such as job openings.</li> </ul> <p><b>2. Tools for successful networking:</b></p> <ul style="list-style-type: none"> <li>• Adopting a growth mindset (reduces networking barriers).</li> <li>• Having a sharp elevator pitch (practising and refining it makes you more confident; use VMock).</li> <li>• Being curious in the way you ask (open-ended) questions (be authentic and interested in what the other party is saying).</li> </ul> <p><b>3. Growing your network:</b></p> <ul style="list-style-type: none"> <li>• Start with your current network.</li> <li>• Through casual conversations.</li> <li>• In career fairs and industry events.</li> <li>• At virtual networking platforms.</li> <li>• Via informational interviews.</li> <li>• Reciprocity is key in maintaining and strengthening a healthy network.</li> </ul>						
Resources	<p><b>Hyperlinks to useful resources:</b></p> <table border="1"> <tbody> <tr> <td><a href="#">Belli, G. (2022, June 23). How many jobs are found through networking, really? Payscale.</a></td><td><a href="#">Career advisory</a></td></tr> <tr> <td><a href="#">Granovetter, M. S. (1973). The strength of weak ties. American Journal of Sociology, 78(6), 1360–1380.</a></td><td><a href="#">CFG online resources</a></td></tr> <tr> <td><a href="#">Seaman, A. (2021, February 9). Shining a light on the hidden job market. LinkedIn.</a></td><td><a href="#">VMock Interviews</a></td></tr> </tbody> </table>	<a href="#">Belli, G. (2022, June 23). How many jobs are found through networking, really? Payscale.</a>	<a href="#">Career advisory</a>	<a href="#">Granovetter, M. S. (1973). The strength of weak ties. American Journal of Sociology, 78(6), 1360–1380.</a>	<a href="#">CFG online resources</a>	<a href="#">Seaman, A. (2021, February 9). Shining a light on the hidden job market. LinkedIn.</a>	<a href="#">VMock Interviews</a>
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