

# Networking

Practical tips for job seeking

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# What's is networking?

- Networking is a socioeconomic business activity by which business people and entrepreneurs meet to form business relationships and to recognize, create, or act upon business opportunities, share information and seek potential partners for ventures.



# Ok, what does that mean?

- It's meeting people with a business orientated goal:
  - Job Seeking
  - Finding Partners
  - Seeking information in a sector
  - Staying up to date
  - etc



# Challenge 1

- Where to find people in the sector?





# Challenge 1

- Participate in a meetup.
- Create a meetup.
- Go to an exposition of the sector.
- Go to events organized by specific companies you want to work with.
- Co-create or give away your work / volunteering.



## Challenge 2

- How to talk to the right person?



## Challenge 2

- LinkedIn, LinkedIn, LinkedIn... (find HR managers, team leads).

Do you're due diligence find the right person you want to talk to or a person that can connect you to the right person.



## Challenge 3

- How to manage the conversation?





## Challenge 3

- Leave your shyness at the door.
- Be social but clear of your intentions. It's ok, people don't go to expositions to make friends for life.
- Be knowledgeable about the person you are talking to and the company they represent.
- Exchange your contacts.



## Challenge 4

- It didn't work what now?



# Challenge 4

- Analyse what could be done better.
- Repeat.









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