



Networking Skills

Techno Functional Soft Skills

What you will learn

At the core of the lesson

You will learn how to do the following:

- Network with other people.
- Start conversations.
- Join conversations.

Key term

- Networking



You will learn how to build social connections, networking, by practicing networking with other learners.

Tips for building a professional network

Dos

- Try to have interesting conversations.
- Be generous with your time.

Don'ts

- Don't be dismissive. Take other people seriously regardless of their status.
- Don't be rude. Treat other people with respect.
- Don't rush a conversation. Take time to listen to people.

Conversation skills

How to start or join a conversation

Tips and tricks for starting a conversation with one person

- Introduce yourself.
- Ask a question about the event.
- Ask a question about him or her.

Tips and tricks for joining a group conversation

- Listen carefully.
- Make eye contact.
- Wait for a natural break and ask a question.
- Show interest.

Networking scenarios part 1

Practice your networking skills in the following scenarios.

Scenario 1

Two former students visit your Amazon Web Services (AWS) class. During a short break, they start a conversation with your instructor. The three of them are in the hallway talking about a job interview that one of the former students had recently.

Your goal:

- Participate in the conversation.

Scenario 2

Two former students visit your AWS class. During a short break, they start a conversation with your instructor. The three of them are in the hallway talking about a job interview that one of the former students had recently.

Your goals:

- Participate in the conversation.
- Receive the phone number or email address of one former student.

Networking scenarios part 2

Practice your networking skills in the following scenarios.

Scenario 3

You are attending a panel discussion at an IT conference. You are seated and waiting for the next speaker, whose presentation starts in about 15 minutes. Not many people are in the room, but someone is sitting a few seats away from you checking their mobile phone.

Your goal:

- Start a conversation.

Scenario 4

You are attending a panel discussion at an IT conference. You are seated and waiting for the next speaker, whose presentation starts in about 15 minutes. Not many people are in the room, but someone is sitting a few seats away from you checking their mobile phone.

Your goals:

- Start a conversation.
- Ask for tips on which sessions they are interesting.

Networking scenarios part 3

Practice your networking skills in the following scenarios.

Scenario 5

Your company planned a workshop on cloud security. A senior cloud security engineer gives the workshop. As a new hire, you would like to introduce yourself to the senior engineer. After the workshop, you notice that you have an opportunity to approach them. Unfortunately, they don't have much time to have a conversation.

Your goal:

- Start a conversation.

Scenario 6

Your company planned a workshop on cloud security. A senior cloud security engineer gives the workshop. As a new hire, you would like to introduce yourself to the senior engineer. After the workshop, you notice that you have an opportunity to approach them. Unfortunately, they don't have much time to have a conversation.

Your goals:

- Start a conversation.
- Ask for a meeting with them.



Thank you



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Thank you for completing this module.