**Discussion 2.1: What is your story?1 pts**

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Discussion 2.1: What is your story? This post is not anonymous. The professor and participants can see the responses and the author. I am certain that a lot of you have a personal story of how a connection that you had helped you get a job, get some paperwork through, fast tracked you through customs, etc. Take a moment to talk to someone that you know is a professional and ask them if they have a story where "it's not what you know, it is who you know" has helped them in life (also make sure they are comfortable with you sharing this info). This can be a professor, a parent, a grandparent, a friend, or anyone who is in a career. Please share with your classmates the story that you heard. If you have a personal and compelling story, you can use that instead.

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**Question 2.1: Networking "Lifelines" and "Landmines"1 pts**

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In the video, Mr. Duane gives tips to be successful in making relationships. First, he advises that people establish a common [blank1]  early in the conversation. He also advises that people be centered and actively listen and pay attention to the person they are talking to. He warns people not to get [blank2]  and gives an example of a meeting he had on times square. Furthermore, Mr. Duane suggests showing your value but make sure not to [blank3] because it can be a turnoff. Next, Mr. Duane suggests that following up and following [blank4] is critical. It doesn't work in the dating world or in the industry.

Show Answers for blank1blank2blank3blank4

**Correct Answer**

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**Question 2.21 pts**

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Question 2.2: Judge a book by its cover.  For this question, lets pretend that you have a successful engineering firm and that you need to contract an accountant to help balance your books and do your taxes. You get two offers from women who have a similar educational background, similar experience, and quote you similar prices. They are both excellent candidates in your opinion. You check their consulting company websites and they have the following pictures in their "About Me" section. Obviously pictures are not the best way to select your candidate, but the two women are equal in every other way. Which of the two would you hire? (Figure 2.5)

**Correct Answer**

Left Picture

Right Picture

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**Question 2.3: Illustrating1 pts**

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This image shows an illustration of a [blank1] .  
​[Image 2.7]

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**Question 2.4: An Email1 pts**

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To give an obvious example, let's consider a hypothetical email from a student to a professor. In this case, we will consider that the professor actually DID make a mistake (it happens, we are human) and they typed in a grade incorrectly. So this is an instance where the student is in the right and needs to correct the professor. The email is:

​[i]Hey,  
You messe d up my grade on quiz for. I got a 87 but you put 78 in the gradbeook. Be more carfeul next time.  
Student McNotRespeftulson[/i]

Which of the following mistakes did this student make? Select all that apply

**Correct Answer**

Lack of humility and unprofessional tone

**Correct Answer**

Student did not proofread

**Correct Answer**

A professional sign off was not included

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**Personal Reflection: Chapter 21 pts**

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This is a completely anonymous submission. The professor will be able to see the responses but the responses will not be attributed to an author. Your participation is required.

What do you think about the content of this chapter? It isn't difficult technically, but did you learn anything new? Do you think that you will change your future behavior based on this?

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**Request for Feedback: Chapter 21 pts**

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This is a completely anonymous submission. The professor will be able to see the responses but the responses will not be attributed to an author. Your participation is required.

What did you think of this chapter? Anything stand out as exceptionally good? Anything that you would like to see differently? Any feedback is appreciated.

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**Aligned Outcomes**