

Shane Warren Coaching & Counselling Services

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Networking for Career Success

Networking is a crucial aspect of career management. Benefits of effective networking for HR professionals include building internal relationships and credibility with decision makers, establishing a profile with prospective employers and advocates, and laying the groundwork for future career transitions.

Tips for Effective Networking:

- Network strategically. Identify individuals and forums that may be helpful to your career goals.
- Be opportunistic and open to serendipitous and fortuitous networking on planes, at dinner parties, the gym, as well as in more-formal business forums. Consider and cultivate helpful relationships amongst your school and tertiary alumni, family members, social clubs, and sporting groups.
- Identify cultural networking differences between geographic milieus. There are very different and well-enshrined networking rules of etiquette between different States and Territories in Australia. A successful networker in Sydney may find his or her style is not as successful in Melbourne!
- Evaluate Return On Investment for both you and your network. Ideally, there should be clear professional value to you and your network in maintaining your relationships. Regularly evaluate the professionals in your network – how helpful are they? Additionally, ask yourself how are you adding value to your network?
- Be impactful. To be remembered at networking meetings and events you must be credible, reliable and worthy of networking.
- Ask and provide reciprocal further referrals to other individuals/professionals to enable your networks to grow.
- Stay in regular contact – maintain warm and sincere relationships that last. Cultivate, nurture and assist people in your network.
- Identify specific individuals, networking groups and forums to boost your networking. AHRI events, seminars and special interest groups are great avenues to hone your career networking skills.

By following these tips, you may develop a strategic and consistent approach to networking. Good luck and network for career success!

Sourced from Christopher Shen AHRI, DBM Australia cshen@dbma.com.au

Registered Clinical Analyst (Psychotherapy) / Certified Practicing Hypnotherapist (NLP & TLT) / Certified Practising Coach (Business, Life & Wealth)

www.ShaneWarren.com