Know Yourself

1. **Focus on Learning** – What questions do you hope to answer through networking? What information, knowledge, insight or opinion can the other person offer you?

2. **Identify common interests.** What is most meaningful about your academic, personal, and/or professional experience that you can share with others? Write down 10-15 interests, hobbies, experiences, or interesting things about yourself. Be creative, and think outside of just school and work (e.g. place you’ve travelled, favourite foods, favourite show or movie, sports, etc).

3. **What can you offer?** Take stock of what you’ve got to offer to others - skills, experience, connections, advice, personal characteristics, questions, interests.

4. **What’s your higher goal or motivation?** Write down a goal for your career, your work search, your career exploration process or your personal life. Why is this goal important to you? What would it mean to achieve this goal?

Activity adapted from *Learn to Love Networking*, Harvard Business Review.
https://hbr.org/2016/05/learn-to-love-networking
Find Your People

Based on your reasons for networking, who might you connect with to help you answer your questions?

How and where have you made connections with people in the past?

How many different categories of connections can you think of? For example, students, professionals, alumni, etc.

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+ Practice

Write down three people or places where you will continue to practice your networking skills.

1)

2)

3)