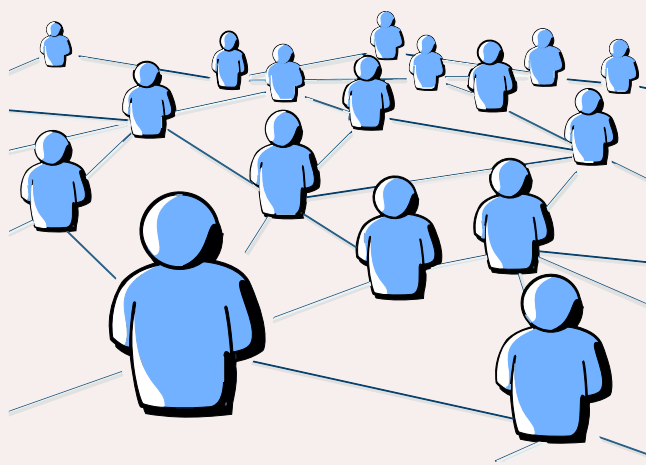# NETWORKING SKILLS

Developing networking skills

Networking implies regularly extending the people you know and you do it for a purpose, whether it is to expand your horizons, exchange business information or to experience new cultures, among others.

– You are who you choose to be, so pay attention to the way you present yourself.

– Be an active listener and pay attention to the message(s) of your audience.

– Adjust your language to the language of your audience.

– Be sincere and demonstrate a friendly approach to your listeners.

– Provide straightforward responses, using simple language, so you are well understood.

– Be in the right places to benefit from the opportunities to meet new people and – enrich your experience.

– Keep focus when interacting with people and prioritize your activities.

– Find possibilities to meet with people to build your network of contact.

– Appreciate and be empathetic, sharing thoughts and expressing your opinion.

– Demonstrate confidence but don't be too pushy.

– Ask the right questions to receive good feedback.

– Pay attention to body language, which may speak more than words.

– Maintain eye contact (or not – depending on the culture of your audience).

– Stay in touch with your network of contacts.

– Remain positive and keep in mind that networking is a long-term investment.

– Think about side the box and be original, but adjust to the situation.

– Plan, practice and improve your networking strategy, for instance with your colleagues.