

Networking

Networking is an essential skill any professional needs to refine throughout their career development progress.

Following these best practices can help you establish a large, strong professional network as you navigate your career.

Four Hallmarks of Good Communication

A sincere smile, consistent eye contact, confidence, and good body language are all essential to great communication.

Start out Light

Don't jump right into big questions. You don't have to start with the weather, just ask someone what they do for a living and proceed from there.

Ask Engaging Questions

Once you've started a conversation, don't bore others with meaningless or pointless questions. Be prepared with questions that will foster good conversation.

Avoid Yes or No Questions

Yes or No questions can interrupt the flow of a conversation. Focus on open-ended questions.

Be Present

Put away your phone and avoid constantly checking your watch. Show others that you're interested in the current conversation.

Exit With Style

Exit if you're bored, you have messed up, or the group is dwindling. Be truthful about the reason for your exit, and try to fade out rather than abruptly ending your conversation.

Stay Away From...

Politics, Religion, and issues that are none of your business. Talking about these things does more harm than good.

