



Networking – What Is It and How To Make It Work For You

Networking – What Is It and How to Make It Work For You Virtual Training - Nationwide ***August 12, 2010***

Overview

This month MSCCN held a virtual training session titled Networking – What Is it and How to Make It Work for You. We had 10 participants from around the country and the session lasted for one and a half hours. MSCCN representatives were Stacy Bayton and Kate Midden. We focused on helping our attendees understand what it means to network, how to improve network skills, and how to set goals for networking at events.

Highlights

We started out by having the participants introduce themselves and share with the group what they wanted to get from the training. At the conclusion of the introductions we congratulated attendees on participating in an open networking activity.

The presentation started with discussion on the definition of networking and the fact that networking itself involves making connections and maintaining relationships with people who support you throughout each phase of your career. This led into what career networking can help each person accomplish, with whom you should network, where/when you should network, examples of people in our networks, and the importance of networking.

This was followed by discussing the three phases of effective networking, how to improve our networking skills, and how to network before/during/after events. At the end of the training we discussed resources and organizations that can assist with networking and other job readiness and career advancement needs. We took several breaks during the training to cover questions and discussions on topics, so there were few questions at the end of the training. We closed by highlighting the fact that networking does not mean asking everyone you run into for a job or even if they know where the job openings are. Networking is about establishing relationships so that you can enlist support and comfortably ask for ideas, advice, and referrals to those with the hiring power.

Conclusion

This virtual training was very helpful to our attendees and to our MSCCN team members in attendance. This training was part instruction and part open discussion for attendees to network together and share ideas and resources. Our attendees were from areas all over the country, from different careers and backgrounds, giving a full range for everyone to discuss and learn from each other.

Grant: North Florida BrAlve Grant

MSCCN Attendees: Stacy Bayton, Kate Midden