



Wisdom of Crowds

Networking Within NCASC
and Other Organizations

Icebreaker & Grounding



What is Networking?



networking

/netwɜːkiŋg/

noun

1. the action or process of interacting with others to exchange information and develop professional or social contacts.
"the skills of networking, bargaining, and negotiation"
2. the linking of computers to allow them to operate interactively.
"the demand for wireless networking is increasing rapidly"

Definitions from Oxford Languages

Feedback

Introducing Yourself

- Name
- Use situational information
- Compliment if appropriate or applicable
- Give a firm handshake

Building Your Network

- Your circle
- Be confident
- Approach people with positions which you respect

Active Listening

- Importance of names
- Yes, and...
- Ask questions

Passive Networking

- Public opinion
- Developed through speech, conduct, etc.
- The people who watch you from a distance
- Aids in more direct networking

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