HOW TO BECOME A MASTER NETWORKER



ORGANIZE A HAPPY HOUR

Hosting your own small informal event is a great way to meet new people as well as be helpful to the people you already know.

FORGET THE ELEVATOR PITCH

Don't try to impress someone with your title or expertise Instead, enter into conversations, ask questions, and listen. The things you might have in common help to establish a connection that will blossom over time.



SWAP CARDS LATER

Your business card is only as powerful as the impression you leave behind. So get to know the person first, gauge if there's a connection, and then end the conversation by offering your card.

IT'S NOTALL ABOUT YOU

Don't ask about job opportunities and favors without offering any value in return. Networking is a two-way street.





BE MEMORABLE

You should strive to be memorable when you're meeting new people, and the best way to do so is through good storytelling. When you tell a story, make sure it has a clear point and a punch line, whether a takeaway or a joke.

QUALITY, NOT QUANTITY

Meeting the right people is most important. The right people are those that can help you reach



BE OPEN AND GENUINELY CARE

You want people to like you and connect with you because you're being genuine. Develop a curiosity for others and be open to new relationships where value can be found without letting your ego get in the way. Let people know the impact they've had on you.

LEAVE YOUR COMFORT ZONE

Even if you're shy or introverted, you just have to engage with people. Try to emulate someone you admire in these situations until it becomes more natural for you. After all, everyone was a stranger to you before you met them.







NETWORK UP, DOWN, AND SIDEWAYS

Don't just create a network at your level or industry—diversify! Be intentional about bringing in those above and below you and from a variety of sectors. Every new contact opens up a whole new network of his or her contacts to you.

PAYING IT FORWARD PAYS OFF

The more you invest in your network, the more valuable your network is. Taking calls, responding to emails, offering to help people creates a strong bond. It's important to network proactively so you have these relationships when you need help.





END CONVERSATIONS GRACEFULLY

The last moments of a conversation can define how people will remember you, so make a good solid ending without being rude or abrupt. Hold eye contact for a very brief moment with the person you have finished speaking with so it doesn't seem like you're running away.

21 Days To Becoming A Better Networker

Zhaoquan Gu, Wanlei Zhou, Jiawei Zhang, Guandong Xu, Yan Jia

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Network Simulation and Evaluation Zhaoquan Gu, Wanlei Zhou, Jiawei Zhang, Guandong Xu, Yan Jia, 2024-08-01 This book constitutes the refereed proceedings of the Second International Conference on Network Simulation and Evaluation NSE 2023 held in Shenzhen China in November 2023 The 52 full papers presented in this two volume set were carefully reviewed and selected from 72 submissions. The papers are organized in the following topical sections CCIS 2063 Cybersecurity Attack and Defense Cybersecurity Future Trends Cybersecurity Infrastructure Cybersecurity Systems and Applications CCIS 2064 Cybersecurity Threat Research Design and Cybersecurity for IoT Systems Intelligent Cyber Attack and Defense Secure IoT Networks and Blockchain Enabled Solutions Test and Evaluation for Cybersecurity Threat Detection and Defense Computerworld ,1988-02-08 For more than 40 years Computerworld has been the leading source of technology news and information for IT influencers worldwide Computerworld s award winning Web site Computerworld com twice monthly publication focused conference series and custom research form the hub of the world's largest global IT media network **Ubuntu Unleashed 2015 Edition Matthew** Helmke, 2014-11-17 Ubuntu Unleashed 2015 Edition is filled with unique and advanced information for everyone who wants to make the most of the Linux based Ubuntu operating system This new edition has been thoroughly revised and updated by a long time Ubuntu community leader to reflect the exciting new Ubuntu 14 10 while including tons of information that will continue to apply to future editions Former Ubuntu Forum administrator Matthew Helmke covers all you need to know about

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