

Professional Networking



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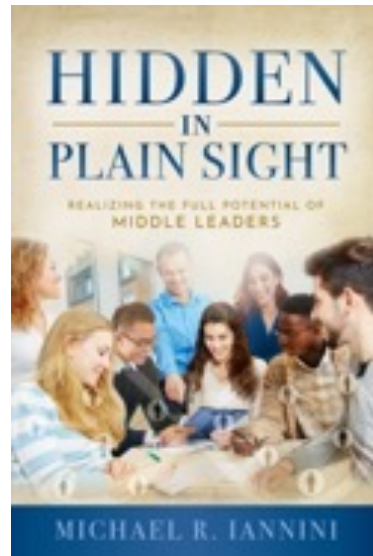
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Agenda



- ✓ Your Networking Challenges
- ✓ Your Networking Opportunities
- ✓ Preparing to Network
 - Your Brand, Voice & Goals
 - Conference & Social Media Profile
- ✓ Your Network Map
- ✓ Networking in Action
- ✓ Post-Networking Actions



Pen and Paper will be needed



Session Duration: 30 minutes

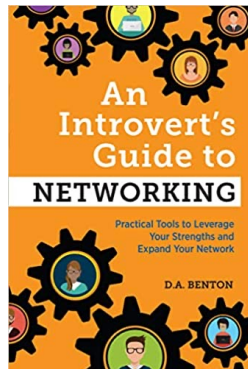
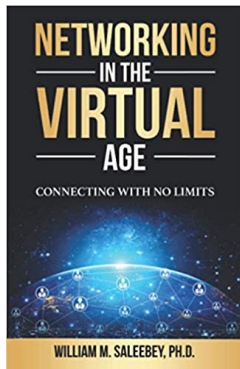


Key Themes for Today:



1. Networking is an important part of building your career
2. Networking will help you grow and find career opportunities
3. You need to own and take charge of your networking activity





<https://www.teachingdegree.org/resources/professional-networking/>





Additional Reading

Tips on Remote Networking

1. <https://www.forbes.com/sites/goldiechan/2020/07/16/21-ways-to-b2b-remotely-network/?sh=3ebc1f142ee5>
2. <https://collegeinfo geek.com/remote-networking/>
3. <https://www.southampton.ac.uk/~assets/doc/hr/Top%20tips%20for%20successful%20networking.pdf>



Common Networking Challenges



No
face-to-face
meetings

No casual
social
opportunities

It's takes time to
find good
connections

Contacts don't
accept my
request

Peers I want to
meet are too
busy

Don't know
what to say

Many online
contacts have
nothing to offer

It feels awkward
to meet people
online

Other?



Michael Iannini



“Expand Your Network Inside and Outside Your School”



Internal

Interdisciplinary Projects	Join Other Department Meetings	Volunteer to Support School Events
School Social Events	PTA and Student Activities	Internal School Profile
Professional Learning Communities	Observe Different Classes	Give or Receive Mentoring / Coaching
Showcase Your Achievements	Lead a Workshop	Meet with Senior Leaders

External

Professional Associations	Business Associations	Volunteer / Charity
Social Media / Linked In	Professional and Business Conferences	Past / Managers Colleagues
Toast Masters	Alumni & School Networks	Sports
Family / Friends	Interest Groups	Hobbies / Passions



Internal

Volunteer to
Support School
Events

External

Past / Managers
Colleagues





Seek Opportunities to Expand Your Network

Personal (in your life)

Family & Friends	Social Media / Linked In
Past Managers Colleagues	School & Alumni Networks
Sports	Volunteer and Charity
Interest Groups	Hobbies / Passions

Operational (day-to day)

Daily Interactions with Colleagues
Department / Divisional Meetings
PTA and Student Events
Workshops

Strategic (requires you to be more proactive)

Cross-Functional Projects (or horizontals)	Moves to Different Grades / Departments	Role Rotations
Internal School Profile Building	Professional Writing / Blogs	Workshops and Conferences
Teacher Networks / Resource Groups	Lead a workshop	Curricular and Accreditation Associations
Represent your team or function at an event	ELP / Sports Events	Give or Receive Mentoring



Seek Opportunities to Expand Your Network

Personal
(in your life)

Social
Media /
Linked In

Operational
(day-to day)

Daily
Interactions
with
Colleagues

Strategic
(requires you to
be more proactive)

Curricular
and
Accreditation
Associations





Preparing for Networking

- Know Your Brand
- Know Your Passion and Your Voice
- Know Your Professional Development Goals and Needs
- Know Your Network
- Be Proactive at Events and Online
- Maintain Relationships





Know Your Brand

2 Key Questions:

- What do you want your peer to know about you?
- What do you want them to remember?

My Brand: I am outgoing and a passionate collaborator that looks to leverage the talents and ideas of others. Even if a talent or idea may not be relevant to my needs, I always look for opportunities to connect people, as I hope by investing in other people's development, they will one day make investments in mine.

proactive
clear communicator
quick learner
hardworking
asks lots of great questions
gets things done on time





Know Your Passion and

- What **Your** **Values** you enjoy about **work?**



My Passion/Voice: I love pursuing new ideas and leading teams. Any team related sport I love participating in.

- **What is exciting**





Know Your Goals and Needs

What are your goals and needs at work?

- Write down 3 primary goals, targets, or projects
- For each goal or target, identify 3+ areas you need some help with





Your Goals and Needs

Examples:

Positive classroom
management

Need:

- References to professional reading
- Demonstrations of good practice
- Best practices on implementation– external
- Best practices on service and support

Improve team collaboration

Need:

- Connection with global counterparts
- Global history with client (successes / misses)
- Knowledge about local client needs
- Expertise on treasury operations





Different Types of



The Execution Network

- Who are the people you must interact with on a regular basis – both inside and outside the company – to deliver your objectives?



The Knowledge Network

- Who has the information or expertise you need?



The Innovation Network

- Who are the people that really challenge your thinking – or act as partners in developing new ideas for growing the business?



The Social Network

- Who are the people you “check in” with - inside and outside the company to find out what is really going on?



The Learning Network

- Who do you go to for coaching and advice on how to navigate issues and how to develop in your career?





Your Conference and

- Does your profile reflect your Brand, Voice and Professional Development Goals

Social Media Profile

- Make sure your profiles are current and up-to-date
- Highlight your key skills, accomplishments, projects etc
- **Action:** Send a text chat to two friends / colleagues. Invite them to review each other's social media and conference profiles and give feedback.





Leveraging

• **Participant Lists and**

Social Media

- Ask for
information





Tips to Increase Your Visibility During Virtual Events:

In day-to-day Interactions:

- Build stronger relationships with existing contacts
- Volunteer your time and experience
- Contribute to high visibility projects
- Create and manage a blog

- Speak up more in





Networking at an Event

- Know
~~— who will~~
be there



- ID three
people of





Do you enjoy building rapport?

I can do it but it
feels like hard
work

Meh

Ok

I really enjoy
connecting with
others and having a
bit of non-work
chat





Rapport Building

Tips:

- Demonstrate genuine interest in them
- Have a list of relevant resources to share
- **ASK 2 questions**
- Make notes for next time



Frequent Topics:

- Weather
- Location / Division
- Local or Recent News
- Recent sports event
- Family & Kids
- Last weekend (on Monday)
- This weekend (on Friday)
- Seasonal / Holidays
- What do you do in your free time?

FIND COMMON GROUND!!!





At a conference or

Break into a
conversation...

networking event,

Break out of a
conversation...

how can I





At a conference or

Break into a
networking event,
conversation...

how can I

Let people know in chat you are in the room and would like to introduce yourself / share

"Hi, can I join you? I'm xxxxx...."

*This looks like an interesting discussion.
May I join you?*

Your comment really resonated with me... I would love to learn a bit more and share some of my thoughts....

Break out of a
networking event,
conversation..

- *Well thank you so much. It's been great talking with you and I am thankful we are not connected. I want to take advantage of this time to meet a few other people...*
- *It's been great to meet you. I'm going to a quick break.....*

- *Well, it's been a pleasure. You folks keep talking. I'm going to continue my journey....*



At the end of every meet

- *“Is there anything I can do to help you?”*
- *“I am happy to share readings and resources related to this topic that I have found helpful.”*





Post Networking

- Thank you!
- Social media invitation
- Follow up question of meeting
- Ask them for an introduction

Actions



- Ask them for

some

additional help





How Can I Give

Work Related

- Connections to internal colleagues
- Connections to external colleagues
- Expertise in subject / grade
- Parent and Classroom Mgmt Skills
- Context Expertise and Information
- Presentation Skills
- Lesson Plans
- Editing skills
- Peer review articles
- Career development advice
- Role play difficult conversations

Personal

- Website building skills
- Apps for iPhone
- Tech Maintenance & Repair
- Investment anecdotes
- Interior design skills
- Local hiking knowledge
- Rental and Property Advice
- How to run an AirBnB
- Great holiday locations
- School info or Parenting tips
- Great restaurants & clubs

Back?



Summary of what we've covered today



Embed your learning into your colleagues leadership development activities

Takeaway 1: Polarity Mapping (Both/And)

Takeaway 2: 70-20-10 (Continuously Engaged)

Takeaway 3: Agile Learning (Navigate Complexity)

Join me tomorrow at 10am in the Myanmar Room for
a STRIDE Mentoring Skills Masterclass



Key Themes for Today:

1. Networking is an important part of building your career





Summary

- Networkin
g
Challenges
- Networkin
g
Opportuni

- Networking in Action
 - Building Rapport
 - Networking at an Event
 - Developing Mentor Relationships
 - Informational Interviews
 - Networking Remotely
- Post Networking
 - Follow Up Actions
 - How you can give back
- Resources

