

Networking: How does my network grow?

Make a list of the key people in your network and characterise them as:

P – personal contacts who you connected with through a meeting you initiated or because you worked with them

C – people you know because someone else has introduced you to them

N – people you know because you both belong to the same network – a class, event or group

S – people who you have connected with others in your network

V – people you know through social media and virtual networks

(note that you will characterize some people with more than one letter)

What does this demonstrate about me? (What is my preferred way of building my network?
Is this restricting my network growth?)

Who might I be able to connect with if I asked my contacts to share connections?

Who might I be able to connect with if I were more active in attending meetings and joining networks?

What can I do to help others build their networks?

What other mechanisms might be available?

Next steps:

- Think about the people you would like to add to your network and how you might begin to connect with them
- Talk to your supervisor or colleagues about how they have grown their networks