

FACEWORK SKILLS CHALLENGE

BUILDING YOUR NETWORK



WHAT IS THIS SKILL?

Have you ever met someone new and discovered you both know the same person? You go on to laugh and agree on how crazy it is! Well actually, it's not!

Incredibly, we are all just six introductions away from any other person in the world! This is called the theory of six degrees.

Making these connections is incredibly important as you begin your career and in this Challenge we'll show you how you can build your skills in connecting and start to imagine the possibilities of building your network.

What does "network" mean exactly?

We are talking about all the people you know and are connected with. This could be your friends – past and present from school, colleagues at work or those you know in your community, club, temple, etc.

Networking is interacting and exchanging information, ideas and contacts with others and developing professional or social relationships.

In this challenge we'll show you how to identify and develop your network.

Before you start, rate yourself on how good you think you are:



BEING ENTERPRISING
Rate yourself



1

Not great



2

Need help



3

OK



4

Improving



5

Mastering

Score



Building your network

=

ARE YOU UP FOR THE CHALLENGE TO BUILD YOUR NETWORK?





WHY THIS SKILL IS VITAL FOR WORK

Many studies have shown that the most successful people often heavily rely on the power of networking.

It is so important to start building your network early because when you do, you stay connected to many great people throughout their careers.

And if you build it and maintain it well, you can come to a point in your career where you won't have to look and apply for new jobs: Opportunities come to you!

But why else is it so important to build your network?



Who could introduce you to someone who works in the area you want to work in?



Around 70-80% of jobs are filled through networking!

"Your network is your net worth."

- Porter Gale



Advancing your Career

If you're networking you're visible and getting noticed, which makes you stand out. It can also give you a good reputation of being knowledgeable, reliable and supportive and, therefore more likeable. This means you're much more likely to get a promotion!

Advice & Information

Knowing people in your profession means you can learn from them, especially things you can't find online. If you need help with a project you'll always have people to ask.

New Job Opportunities

Asking your network is the best way to help you find new work as most jobs aren't advertised! You'll also hear about new jobs without having to ask.

Helping Each Other

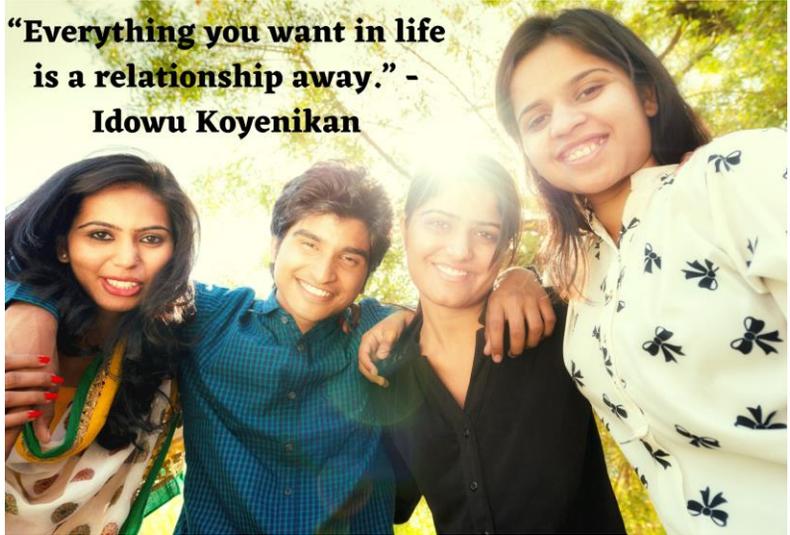
Not only is it rewarding to help someone, especially professionally, but it also means you will get help too!



Having a good network in your personal life will help you in many ways.

If you're a sociable and outgoing person, you'll naturally have a good network but if you're shy and more reserved you can still benefit even though you may have to make more of an effort to step out of your comfort zone and build new relationships.

"Everything you want in life is a relationship away." - Idowu Koyenikan



Here are 4 reasons why networking is important in your personal life:

- 1) SUPPORT** Having a good network provides support in your life, such as with getting help and advice or someone being there for you when you're going through a difficult time.
- 2) IDEAS & KNOWLEDGE** Even if you like to read and research a lot, there is so much knowledge that you won't come across online. Just by speaking to others you can learn so much and get new ideas.
- 3) WELLBEING & CONFIDENCE** Getting introduced to new people, knowing others and being asked about your opinions and ideas gives most of us a great feeling and inspiration. Especially if you're shy and want to become confident, it's exactly what could help you grow your confidence and reputation.
- 4) OPPORTUNITIES** Possibilities arise through people! So whether you are looking for a new hobby, to make new friends and of course find work, it's your network that will help you. Becoming known as someone who is an expert in their field, is reliable, these things which only come about when you start sharing your skills, and where better to start than your immediate network.



How can I master this skill?



There are many things you can do to build a great network. Here are 8 important ones:



Be Open Minded

Whilst you might think you know which type of people you want to connect with, you shouldn't be restrictive. The people you meet, and yourself, are likely to be in a different position in 5 years time!

This way you will meet new people and can build deeper relationships.

Volunteer for activities and take up hobbies!

Use Social media

LinkedIn is a great tool for building your network. Follow companies you're interested in and connect and message people you've met!



Being respectful, polite, positive and friendly will make a good impression on people. Remember to smile!

Be friendly and positive

You can meet many important people here that can help you in your career. Remember: Making one or two real connections instead of trying to speak to as many people as possible will be much more effective for building your network!

Go to networking events



It is important to follow up and keep in touch with your network, otherwise they won't remember you.

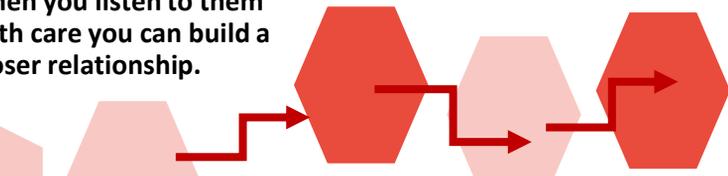
Maintain connections

People like to speak about themselves and when you listen to them with care you can build a closer relationship.

Listen!

Helping others will build closer relationships. And if you help someone then they are most likely to help you too!

Help others



Think of networking as stepping stones stretching out in front of you leading you forward.



The Facework Skill Challenge



This challenge will give you a confident start to developing your network and networking skills.

Let's do this!

1 Prepare how you will introduce yourself. This is also called 'elevator speech'.

- Keep it to around 20 seconds.
- Make sure it includes your name, what your occupation is, what your aims are and what makes you different/special.
- Make sure you end it with a question!



Keep building your network!

2 Practise, practise, practise! Practise until you remember it and can say it in a natural way. It's important you don't sound like your reciting a script.

3 Ask someone you know to introduce you to someone they know who works in the area of work you're interested in. Introduce yourself to them, have a conversation and make sure you follow up with them on LinkedIn or email afterwards!



If you can't think of anyone, then ask your network if they know someone who works in your desired industry!

4 Ask for feedback. This is one of the most important parts of learning. How do you think I can improve how I sell myself ?

Now rate yourself again on how good you think you are:

BEING ENTERPRISING
Rate yourself

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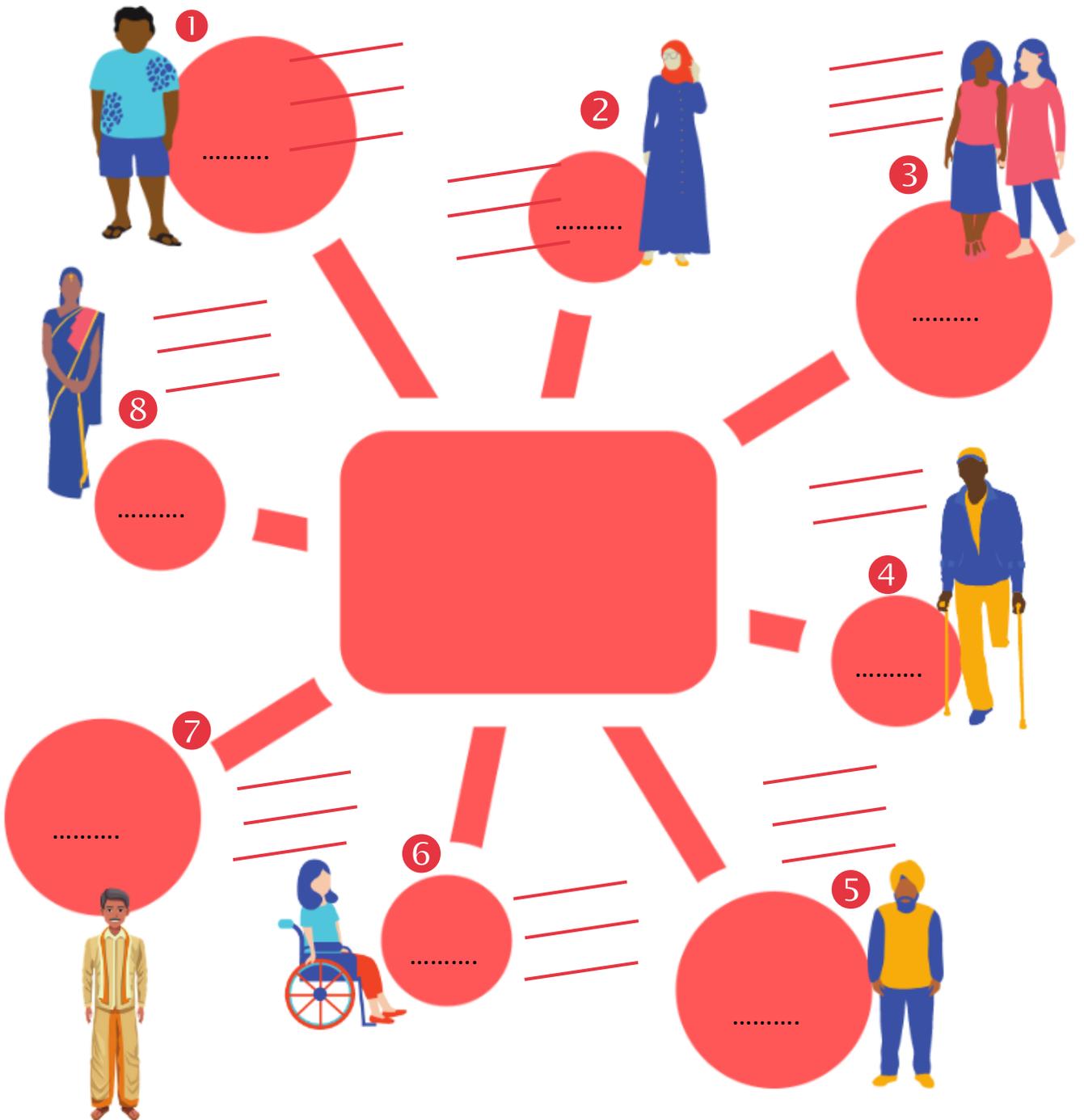
1 Not great 2 Need help 3 OK 4 Improving 5 Mastering Score

Building your network =



Who is in your network now ?

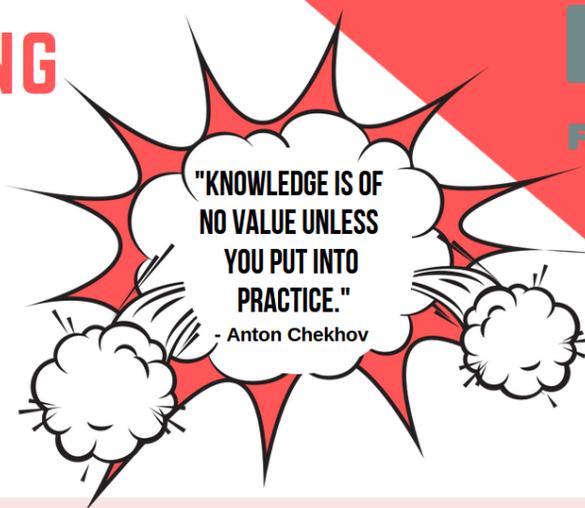
Think of 8 people you know really well list them below.
Now list 3 people you know through these 8 people



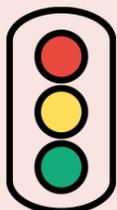
You already have 24 contacts!
Just think how many more you could reach if you found out who these 24 people know.

This is the start of building your network

LEARNING BY DOING



1. To continue being better at **Building my network** what am I going to



stop doing?

continue doing?

start doing?

2. Who is going to help me keep on track?

.....

3. How will I see the difference?

one week

one month

one year.....



4. Who will I share my knowledge of this skill with?



.....



5. Which Character Strengths will I need? Highlight them below!

Appreciating Others	Bravery	Creativity	Curiosity	Fairness	Forgiveness	Gratitude	Honesty
Hope	Humility	Humour	Judgement	Kindness	Leadership	Love	Love of Learning
Perseverance	Perspective	Prudence	Self Regulation	Social Intelligence	Spirituality	Teamwork	Zest

Learn more about Character Strengths at www.facework.online

6. What would you change, add or remove to improve this worksheet ?

send suggestions to info@facework.online