

A network working...



Networking

By Joppe Quaedvlieg



With nine years of experience as a sociotherapist in the Netherlands.

- *Interpersonal communication.*
- *Challenges in ethical communication.*
- *Growing and activating your network.*
- *Non violent conflict resolution.*

Disclaimer

- *Phones*
- *Truth*

**How does a
typical
conversation
go with the
purpose of
networking?**



**What do you
think are the
steps of this
conversation
?**

**Please write
them down.**



An example of a full networking conversation:

Look around the room...

An example of a full networking conversation:

Introduction... 4 steps:

1. Eye contact
2. Stick out hand
3. Introduce yourself
4. Follow up question: what do you do?"

An example of a full networking conversation:

Questions...

1. What challenges/needs/wants do you have in what you do?
2. What do I really wanna know about this?

An example of a full networking conversation:

Checking your skill set...

People	Info/data	Things
1. 2. 3. 4. 5.	1. 2. 3. 4. 5.	1. 2. 3. 4. 5.

An example of a full networking conversation:

What challenges I have...

People	Info/data	Things
1. 2. 3. 4. 5.	1. 2. 3. 4. 5.	1. 2. 3. 4. 5.

An example of a full networking conversation:

Real Life Examples...

How do I communicate what I have to offer so the other will understand?

Skill = Challenge + Solution + Outcome

An example of a full networking conversation:

Offer...

Maybe I can help you with that...

If you are interested...

If you'd like...

An example of a full networking conversation:

Asking for A.I.R.R...

Advice.

Insight.

Recommendations.

Referrals.

An example of a full networking conversation:

Closing the conversation...

1. Get eye contact.
2. Wait for pause.
3. Stick out hand.
4. Thank for the conversation.
5. Remind about ask/offer.
6. Looking forward to meeting.
you next time/Goodbye.

An example of a full networking conversation:

Follow up...

Email, Coffee, Call on
offer/ask.

An example of a full networking conversation:

Who to contact?

Challenges

1.

2.

3.

4.

5.

Who to ask for AiiR?

1.

2.

3.

4.

5.

Lets contact them...

And now express to each
other what you need...

Joppe Quaadvlieg

+358402159505

info@joppequaadvlieg.com

www.joppequaadvlieg.com

Q & A