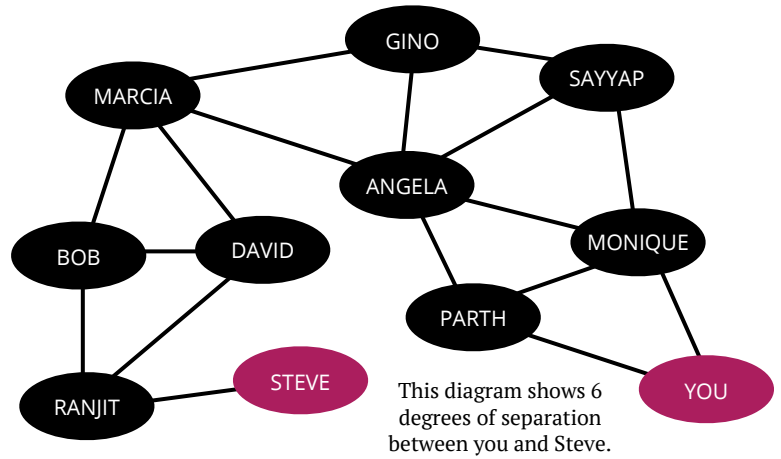


Networking plan

Networking is an essential career management activity that helps to connect you with people that can support you. For the most part, networking is about thinking through who you'd *like* to be in your professional circle rather than who you already know. However, the people you already know might already be connected to those you're trying to meet, so networking involves managing both groups of people.



The concept of six degrees of separation (Karinthy, 1929) is the basis of professional social networking sites like LinkedIn, that suggest we're never very far away from the people we want to get to know.

The following template can help you get organized.

Evaluate your networking goals		Develop a networking plan	
What are my professional goals? Where would I like to be a year from now?		What value do I bring to my network? How can I help or support the people I know?	
What kinds of people will be able to help me achieve those goals?	Who in my area (by name) might be able to fill these roles?	Connect the named people on the left to people you already know on the right.	
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