



DISCUSSION GUIDE

NETWORKING TO GET AHEAD

Presenter: Sadhana Hall, Deputy Director, Nelson A. Rockefeller Center for Public Policy and the Social Sciences at Dartmouth College

Leadership

Lesson Description

Knowing how to network effectively is essential to your development, both personally and professionally. It is the practice of seeking out individuals to build productive relationships. The best personal and professional networks include a variety of people with different opinions, backgrounds, skills, interests and abilities. In this lesson we'll review the essential practices for creating a positive, useful network and the work required to keep it that way.

Learning Objectives

1. How to identify important networking skills.
2. How to develop networks.
3. How to maintain your network.

Discussion Questions

1. Write down the names of those with whom you interact both personally and professional most often. Include those from whom you regularly seek advice. Identify the general characteristics of each person, such as background, profession and education. Examine whether you have areas of interest or knowledge that are lacking. How can you fill the gap?
2. Draft a 30–60 second introduction on yourself and your organization or interests. Practice delivering this introduction to others. Imagine a few scenarios and modify your introduction accordingly. Think about the questions you would ask in return to a potential contact.

Developmental Actions

1. Become a member of the **YALI Network LinkedIn** (<http://goo.gl/hcYU51>) and **YALI Network Face-to-Face Facebook** (<https://www.facebook.com/groups/yalinetwork/>) groups. Be sure to include a detailed, well-crafted profile and sign up for a networking meeting.
2. Research networking events related to your community, projects or profession. Commit to attending two to three events per month, as available. Be sure to have your introduction ready and be prepared to engage other attendees.

About the Video Presenter

Sadhana Hall is the deputy director of the Nelson A. Rockefeller Center for Public Policy and the Social Sciences at Dartmouth College. In this capacity, Hall designs, implements and oversees programs for undergraduate students focusing on leadership, public policy and civic engagement. Prior to this appointment, Hall worked for more than 20 years with communities around the world in strategic planning, staff and program management, financial planning, and program development. She helped implement programs in health, agriculture, economic development and water supply.

