

The Antidote to the 10,000 Name Contact List

Networking for Introverts

Some of us will never enjoy walking into a room of strangers and making connections. Does that mean we're doomed professionally? Not at all!

In this session, we learn about the science behind networking and how that science can help engineers, technologists, and introverts make connections successfully and strategically. We draw on insights from researchers and practitioners in the social sciences and business to learn about the networking practices of high performers. We dispel the myth that people who want strong networks should never eat alone and, instead, we learn about the simple actions that significantly contribute to the health of your network.

Participants Gain

- Understanding of some of the science behind networking
- Ability to identify networking practices of high performers
- A first pass analysis of their professional network's strengths and gaps
- Understanding of which network traps participants are most likely to imitate and how to remedy those tendencies

Session Topics

- The introvert's response to the advice: "Never eat alone"
- How networks operate
- Three critical connectors
- How high performers use networks
- Raytheon's Business Leaders Program case study
- Network practices of high performers
- Three types of networks
- How to network
- The power of the tribe
- The goal of networking and how to get it using a minimalist approach
- Five network traps and how to remedy them

Formats: 90-minute webinar, 90-minute seminar, or 4-hour workshop

Testimonials from Past Participants

"Maya was one of the most skillful presenters I have seen in terms of creating buzz, interest, engagement and participation, as well as a subject matter expert." – VP, business services organization (participant in NEHRA session)

"Facilitator made everything seem easy. Maya is wonderful!" – Anonymous feedback from a PMI audience member

"Excellent, refreshing, amazing." – Anonymous feedback from audience member

"Maya's presentation was informative, engaging, and insightful. She shared a great technology, in a way that would best serve those in attendance, and received many of the highest marks on her feedback. Maya is the best of the best." – Chair, Midwest Talent Management Forum

"Best session of the day!" – Anonymous feedback from participant at the Midwest Talent Management Forum

