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Welcome!

Agenda:

2:45 pm: Registration and Networking

3:00 pm: Welcome and Overview of the Day

3:05 pm: Core Networking Components

3:40 pm: Panel Discussion & Practice

4:30 pm: Continue Networking on Union Terrace

Optimizing Your Networking Skills



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Role Play – Bad Example

- What went wrong?
- What else could go wrong?

Core Networking Components

Taura Prosek

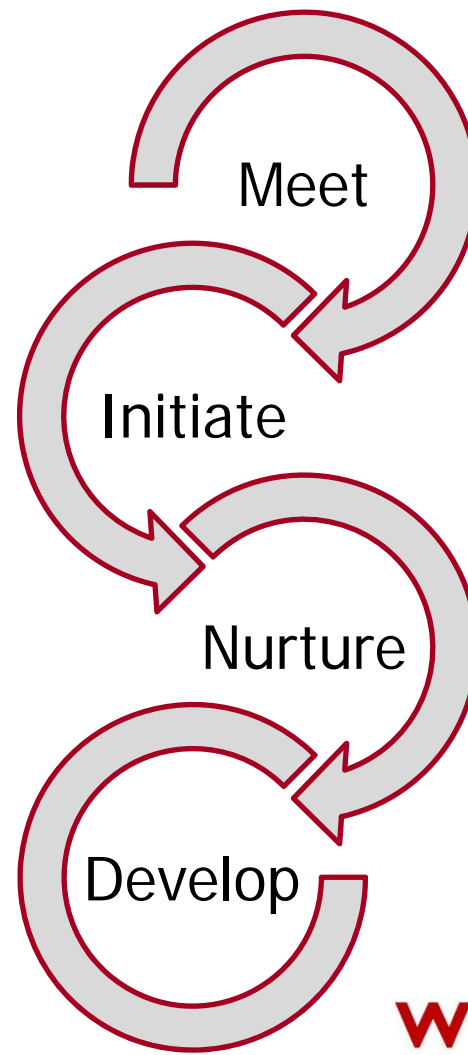
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COULD LEAD TO
A MILLION THINGS.



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Four Steps to Building Relationships through Networking



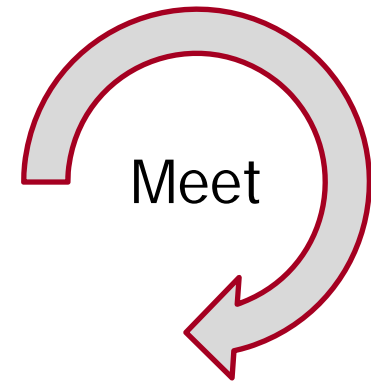
Keep these 4 stages top of **MIND!**

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Relationship Sources

- Alumni
- Colleagues/Co-workers
- Professional Associations
- Boards/Community involvement
- Personal and Family Network



First step to building a network is to get out and meet people!

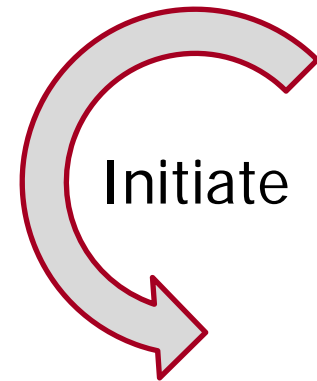
Communication Tips

- Don't interrupt
- Mirror back to validate understanding
- Listen to understand, not reply
- Conversation, not interrogation
- Be curious!



Tips for Next Step Outreach

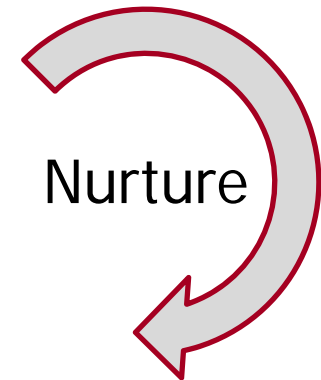
- Request a coffee or lunch date
- Share an article relevant to talk
- Ask permission to connect on LinkedIn
- Put their needs first – be brief and concise
- Research & prepare before you send



Identify a commonality or difference to spark future engagement.

YOU Drive the Relationship!

- Balance too much contact with not enough (3-4x/year)
- Show appreciation and establish rapport before asking too much
- Don't always ask for something
- Be accountable and follow-up



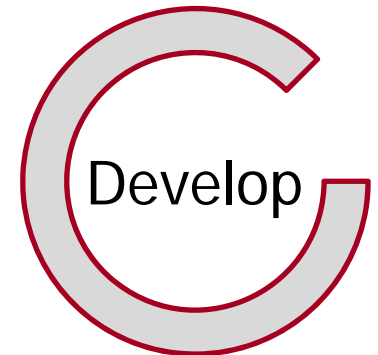
Goal is to strengthen the relationship by continuing to create a mutual benefit.

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Attain Strong Relationship Status!

- Recall the details from past conversations
- Ask for feedback & demonstrate implementation
- Share your good news
- Seek advice balanced with offering insight and value
- Keep them in the loop on key transitions in your career



Take Action – Examples to Get Started

M

- Attend a professional association event with a goal of meeting two new people.
-
-

I

- Reach out to someone you've met here today with a follow-up conversation request.
-

N

- Contact someone you've recently met via email noting something you have a mutual interest in. Request a connection on LinkedIn with a customized note added.
-
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D

- Reach out to someone you view as a mentor, advisor, sponsor, or close acquaintance and share an article, book, or current event of interest to them.
-

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Role Play – Bad Example

- Improved!

Panel Discussion

- Moderator: Bonniejean Zitske
- Panelists:
 - Steve Amundson
 - Darin Harris
 - Julie Kovalaske
 - Taura Prosek

Panel Discussion

Q&A

Practice

In groups of 3

- Introduce yourselves,
 - Talk about your experiences with networking,
 - Share one key take away of today's event
-
- We will switch groups after 5-7 minutes

Closing and Next Steps

Join us for continued
NETWORKING
at the
Union Terrace



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WiCi Website

<https://sites.google.com/a/wisc.edu/wici-network/>

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