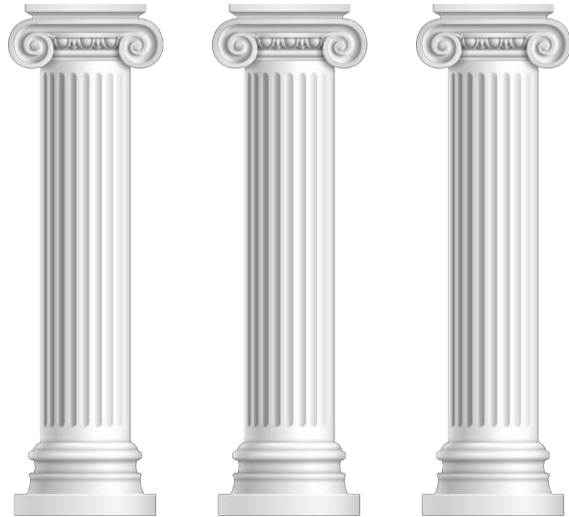


Business & Management



Networking for serious thinkers

11 NOVEMBER 2019

The webinar will begin shortly...



Networking

For serious
thinkers



Siobhan Soraghan BSc MBA
Director, Active Insight

Contents

- Networking today
- What Networking isn't
- What it is
- Manage your mindset
- How
- When

A little about me

- Introversion preference
- Originally a scientist
- MBA
- Director: Leadership coaching and consulting
- Speaker and author
- Facilitator of The Innovation Network

Networking today

- Research on virtual vs real

Both...And

Quite often...

*"the answer to your
question is a person"*

Andrew Ferguson, Ex-Director, Breakthrough
Business Network

What networking isn't

- Selling and schmoozing
- Begging for favours
- Telling tall stories
- Having to be an extrovert (if you're not)
- Trying to be popular
- Building a stack of business cards

What networking is

- Mutual support
- Sharing understanding of the landscape
- Signposting
- Facilitating connections
- Opening doors
- Receiving support and encouragement
- Offering support and encouragement
- **Serendipity!**

A cluster of teal-colored confetti in the top-left corner.

Where the gold is...

"Weak" connections

A large, dense cluster of teal-colored confetti on the left side of the slide.A small cluster of teal-colored confetti in the bottom-right corner.

Manage your mindset

- Unhelpful beliefs generate fear and unease

It's about selling - I'll have to push myself -

I'll have to fend off needy people – etc.

- Helpful beliefs engender calm confidence

Someone might open a useful door for me or give me a helpful signpost.

I may be able to offer someone a helpful signpost or open a useful door for them – even just listening is of value

I'll learn something. I'll be inspired. I will enjoy myself.

3 stories to share

- **Where have I been:** my career journey highlights
- **Where I am now:** my current role and responsibilities
- **Where I may be headed** – what I hope to move towards

3 ways to “be”

Enjoy

Notice your: expression; posture; tone
Breathe, **smile**, and stand tall!

Engage

Invite the other person into your space
Enquire, listen & **Share**; and **move on**, politely!

Explore

Who do you know who might be able to **help them**?
Who do they know who might be able to **help you**?

Be your (best) self!

- Use smart tactics to mitigate “comfort”
- Appreciate and use your gifts
- Thank your conversation partners
- Follow up - diarise
- Support the “flow”

Contact

Siobhan M Soraghan BSc MBA MNLP

Coach and facilitator to intelligent and thoughtful professionals

Fixed: +44 (0)1908 584974 Mobile: +44 (0)7860 292468

siobhan@active-insight.com

active-insight.com the-innovation-network.com

wisdom at work

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THANK YOU FOR ATTENDING

Contact the Business & Management Faculty

icaew.com/bam

✉ bam@icaew.com ☎ +44 (0)20 7920 8508

@ICAEW_finman

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