

Leaders in Sustainable Development Programme 2021-22 Researcher Engagement and Reflection Log

Workshop: Mastering Networking

Outline

This worksheet is designed for you to reflect on the key learning points from the video and discussion workshop you attended and think about learning outcomes in line with your Development Training Record.

We encourage you to make a note of your responses in a separate document, ensuring your record your reflections and consider what legacy this will have after the training has finished.

Consider the following actions that you might take in relation to this workshop engagement and reflection log:

- ✓ Sharing your reflections with your peers – Commonwealth Scholars and others
- ✓ How can you record your notes in a way that best supports your individual learning?
- ✓ How might you use reflections from this worksheet log in the future to contribute towards learning in other workshops?

A. Self-reflection: Skills development

1. Rate your confidence in the following skills for success in Networking, which were covered during the workshop. Rate the skills from 1-5 (1 = least confident, 5 = most confident):

	Committing to the relationships that you develop
	Having the courage to start a conversation
	Active listening – empathising and asking the right questions
	Using positive language
	Great at small talk
	Always ensuring the relationship is mutually beneficial
	Offering more than you ask for
	Using anecdotes
	Finding common ground
	Following up on conversations
	Total (max: 50)

- Below is a list of basic steps that you can take for building a network anywhere, all of which we touched on during training.

Rate your perceived expertise in the following areas. This is helpful in understanding what further training opportunities you could pursue (1 = no expertise, 5 = high expertise):

	You remember people you already know that could help you get started
	You continuously follow current developments in your field
	You prioritise your objectives, allowing you to target your efforts / plan activities
	You consistently find common ground with others, helping to establish connections
	You practice your visibility, commenting / responding on social media and blogs
	You make networking a habit, practicing it frequently to strengthen relationships
	Total (max: 30)

- What was your biggest learning takeaway from the workshop?

- How will you apply what you have learnt today to your research/studies, and how does it complement your Development Training record?

- What is one commitment you will make to building one of the skills introduced as part of the Mastering Networking training?

E.g.

Skill: *Empathising and asking the right questions*

Action: *I will identify one colleague / course mate / project worker to practice with (who has a different research topic, but who could be useful or linked to my work still). I will initiate a conversation where I actively listen; empathise and commit to finding one way of helping them and asking the right questions to determine at least one key take away of where they could help me.*

Skill:

Action:

B. Self-reflection: Learning in relation to Mastering Networking

6. During training, we covered 3 main reasons for networking:

- a. Operational: People who can help you get your work done
- b. Personal: People who can help you grow personally and professionally
- c. Strategic: People who can help you shape your future goals and direction

Name 3 people under each of these headings who you plan to connect with

Operational:

Personal:

Strategic:

7. Where will you build your network this year (E.g. Alumni networks; conferences; MeetUps; trade shows; societies; fundraising events etc.

Name at least 3 places that you will build you network this year.

- a. When will you attend?
- b. What approach will you take at least (formal, informal)?

8. Having practiced networking during training, what was one technique used by another person during training that you observed and admired? How might you use that technique for yourself in the future?

9. You practiced storytelling and a tool for networking and the CCSG (Character, Conflict, Struggle, Goal) model as a way to communicate your story to others as part of networking. Having thought about this again, note down the different elements of a story related to your research using CCSG that you plan to use at a future networking event:

C:
C:
S:
G:

10. During training you had the chance to start physically drawing out your Network map. Use the remainder of this reflection to finish your diagram.

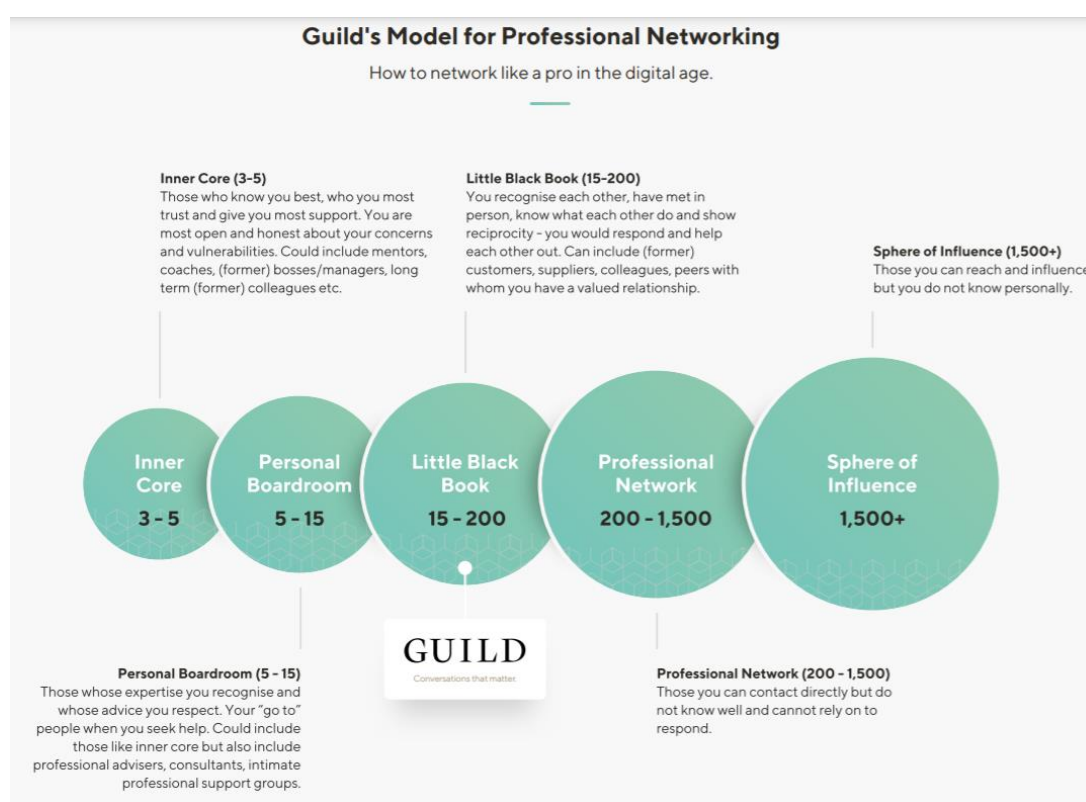
C. Tools to takeaway: Mastering Networking

Below is a list of further tools that can be used for mastering networking.

(i) Model for professional networking

Guild's model for professional networking gives you a guide to the numbers of people that you might have in different parts of your network. The diagram shows, for example, that you wouldn't expect to have hundreds of people in your closest 'inner circle'. This simply isn't realistic. However, you might reasonably expect to have over 1,000 people in your 'sphere of influence' – i.e. those that you are able to reach – even if you do not know them personally.

This is something to consider!

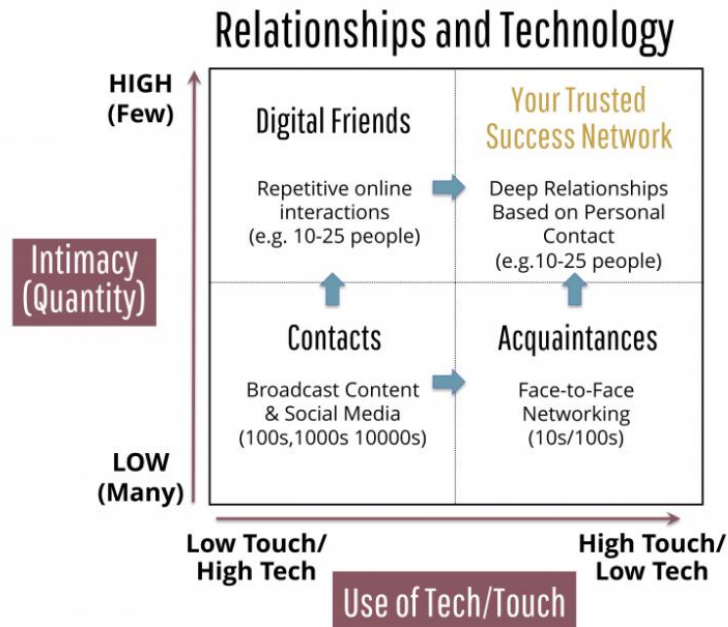


Source: <https://guild.co/blog/a-model-for-professional-networking-in-the-digital-age/>

(ii) Relationships and technology

In an increasingly technological world, and during the past year of ever increased digital usage, it is helpful to think about your relationships in relation to technology.

Are thinking about many shallow relationships, or a few intimate ones? Secondly, are you using high-touch/low-tech methods or low touch/high tech means to connect?



Source: <https://andrewsobel.com/technology-and-relationships-where-should-you-spend-your-time/>

D. Further reading tip....

In addition to the readings shared during training, see below for further resources to check out to help look at your impact planning longer term:

[Building, growing and maintaining a professional network](#)

[How to build your network](#)

[How to build your network in 5 minutes a day](#)

[Networking you hate and here is why](#)