

Networking Up / Bullying Down

Be A Networker

Bullies ruin connections.

Bystanders wait for connections.

Networkers create connections.

4 Steps To Networking Success

See opportunity.

Say hello.

Look for commonalities.

Ask for advice.

Note

I read about these steps in a magazine. They were the recommendations of a retired Navy reservist and university professor. Naval recruits who followed his steps were more successful.

I contacted him about naming him whenever I wrote about these steps. He refused to respond to my various attempts to communicate. The references I could once find online about these steps disappeared. I changed the order and revised the wording of 2 steps.

Award Winning Commanders: Superior Naval Commanders use soft skill power strategies.

Elite Military Teams: Soft skill power strategies create elite team success in both military and business worlds.

The Chit Chat Path To Career Conversations

Chit chatting with a wide variety of people in a wide variety of situations cultivates the confidence to create connections with specific people in specific situations for career conversations.

Networking in school provides practice for the chit chat that leads to career conversations.