



Building my network

Being connected across the College and beyond can be an important factor in identifying and securing your next career move. Your network is simply the people you are connected to, who you speak to, who you have a professional or personal relationship with.

The great thing about having a strong network is that you become connected to your connections, connections and to their connections (and so on and so forth!). This gives you a far wider reach than you would have had on your own. Recent research suggests that it's actually the 2nd level connections (the people your direct connection know) who have the greatest possibility of helping you with your career move (London Business School).



Write down a list of people who are currently in your network.

If you're not sure, ask yourself "could I ask this person a question, or for help / support or would I go to them for advice" (also think vice-versa – who would come to you?)

2

What category would you assign to these people?

Current Team

People in your network who are within your team at the College

.....	<input type="checkbox"/>	<input type="checkbox"/>
.....	<input type="checkbox"/>	<input type="checkbox"/>
.....	<input type="checkbox"/>	<input type="checkbox"/>

Different Team

People in your network who work in the same field but perhaps in a different team at the College

.....	<input type="checkbox"/>	<input type="checkbox"/>
.....	<input type="checkbox"/>	<input type="checkbox"/>
.....	<input type="checkbox"/>	<input type="checkbox"/>

Organisational

People in your network at the College, perhaps in a different area / faculty / profession

.....	<input type="checkbox"/>	<input type="checkbox"/>
.....	<input type="checkbox"/>	<input type="checkbox"/>
.....	<input type="checkbox"/>	<input type="checkbox"/>

External

People in your network beyond the College such as ex-colleagues, professional associates

.....	<input type="checkbox"/>	<input type="checkbox"/>
.....	<input type="checkbox"/>	<input type="checkbox"/>
.....	<input type="checkbox"/>	<input type="checkbox"/>

Personal

People in your network who are family or friends

.....	<input type="checkbox"/>	<input type="checkbox"/>
.....	<input type="checkbox"/>	<input type="checkbox"/>
.....	<input type="checkbox"/>	<input type="checkbox"/>

3

Tick those connections who could possibly help you on your career journey.

4

Make a plan to connect with them and share your career aspirations / seek support.

5

Who is missing? Considering your career aspirations, who else could be useful on your journey?

This doesn't have to be names of people, it can be roles / types of people (e.g. it would be useful to be connected to someone in the team I want to work in, it would be useful to be connected with someone in finance to help me develop my financial skills etc). A network that is diverse is more likely to deliver creative insights, and to link you to a wider-reaching set of connections that extend your capability.

6

How will you develop your connections?

What am I looking for?

Who might fit the bill?

How might we get connected?

What am I hoping they can offer?

What do I have to give in return?

What are my next steps?