Goskills

Super Connecting: The Secret of Professional Networking

GoSkills online course syllabus

Skill level
Beginner

Lessons
20

Pre-requisites
No prior experience needed

Video duration
42m

Estimated study time
47m 7s

Instructor
JaMarr John Johnson

Introduction

1 Grow your influence

Understanding the power of super connecting in the realm of professional networking is vital for individuals seeking to unlock new opportunities and advance their careers.

Super Connecting Foundations

2 Figure out your purpose

Figuring out your purpose ensures you won't waste time going after the wrong connections.

3 Determine which platforms to use

All platforms aren't created equal, so understanding how platforms function will help you pick the right platform for your unique talents.

4 Managing your relationships

What gets measured gets mastered.

5 The fruit is in the follow-up

One of the most critical elements of connecting is consistent follow up with the individuals in your network; they are literally "spending" time investing in your relationship.

More than Networking

6 It's all about consistency

The difference between a professional and an amateur is consistency.

7 Being interested vs. interesting

Everyone loves to talk about themselves, but most people can't stand someone that dominates the conversation and only talks about themselves.

8 How to stand out

Standing out and being memorable makes you highly connectable.

The Connector Mindset

9 Unlimited connections

Social media and global networking means you have an ever-expanding pool of people you can connect with -- even from your couch!

10 The "Blue Ocean" Method

Avoid shark infested waters, and instead look for uncharted territories to stake out.

11 The Yellow Zone

In personal growth there are 3 main zones: Green is easy and comfortable, yellow is challenging but doable, and red is extremely confronting, potentially dangerous and should be avoided.

12 Deep expressions

A common misconception about networking is that people lack connection.

Super Connector Super Skills

13 Empathy as a super-tool

Your intellect may get you to the dance, but your emotional intelligence is what you bring to the dance floor.

14 Humor as a bridge

Tasteful and well timed humor can establish you as a genuine and likeable person -- two characteristics that are critical when networking!

15 Invest in your speaking skills

Enhancing your speaking skills is the best investment you can make in yourself, whether you are networking or not.

16 Always add to the conversation

There's a tactic in improv theater that says always "add to a conversation without taking away." After this lesson, you'll be able to empower and support others by encouraging and building upon their ideas.

Super Actions

17 Attend other events

A great way to stand out is to attend events that are outside of your or your industry's comfort zone.

18 Mentor and be mentored

Mentoring super charges your connections and makes you more influential -- even if you are the one being mentored!

19 Network for a purpose

You can kill two birds with one stone by super connecting with individuals with a purpose.

Conclusion

20 The path forward

Now you're ready to start super connecting! After this lesson, you'll have a clear path forward for the next steps on your networking journey.

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