Why Should You Care?

People are constantly observing your behavior and forming perceptions about your competence, character, and commitment.
What You’re Up Against

• “The Future Workforce is here, and it is ill-prepared.” - eSchool News
• New entrants to the workforce are lacking applied skills such as teamwork, critical thinking, and communication skills.
• 70% of respondents reported that major deficiencies exist in “demonstrating personal accountability, effective work habits such as punctuality, working productively with others, time and workload management.”
Common Beliefs and Myths

• I hit “send,” ergo communication has occurred
• Cut to the chase; people are too busy for “niceties”
• No one cares what I have to say
• Networking is “sleazy”: it’s about manipulating people to get what you want.
• I am too shy… Networking is only for extroverts
What is Networking?
The process of exchanging information, resources, support and access to create mutually beneficial relationships for professional and personal success.

What is Communication?
The act or process of using words, sounds, signs, or behaviors to express or exchange information to someone else.
The Ladder of Inference
The Key to Effective Communication and Networking
No, no, no. I’m not insulting you. I’m describing you.
“Between stimulus and response there is a space. In that space is our power to choose our response. In our response lies our growth and our freedom.”

Viktor E. Frankl
Emotional Intelligence (EI)

“The subset of social intelligence that involves the ability to monitor one’s own and others’ feelings and emotions, to discriminate among them and to use this information to guide one’s thinking and actions.”

Salovey and Mayer, 1990
The Four Disciplines of EI

- **Self**
  - **Self Awareness**
    - Self-Confidence
    - Emotional Self Awareness
    - Accurate Self Assessment
  - **Self Management**
    - Self-Control
      - Trustworthiness
      - Conscientiousness
      - Adaptability
      - Drive and motivation
      - Initiative

- **Social**
  - **Social Awareness**
    - Empathy
    - Organisational Awareness
    - Understanding the environment
  - **Social Skills**
    - Influence
      - Inspirational Leadership
      - Developing others
      - Influence
      - Building bonds
      - Team Work and Collaboration
### The Mush Separator: A Tool for Deconstructing Conflict

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Tying It All Together

• Communication is a learned skill
• People will make judgments about you based on how you communicate
• Those judgments will be informed by their ideas about you and “the way things are”
• Authenticity is crucial; people recognize a phony
• Don’t confuse authenticity with rudeness
• By understanding and learning to compensate for the underlying beliefs and emotions of others, you can learn to communicate more effectively
Why Does This Matter?

• Growth and Potential
  – Effectiveness requires reading situations and tailoring responses
  – Working with others requires understanding the needs of all involved

• Career Success
  – 80% of all jobs are filled as the result of a personal connection
Quick Tips for Networking

• Be able to give a quick, 1-2 sentence introduction to your work and goals (elevator pitch)
• Extend your introduction beyond the moment
• Don’t just repeat facts, relax and have a conversation
• Make eye contact
• Ask questions!
Quick Tips for Networking (cont.)

• Organize your business cards and contacts; make notes
• Keep in contact – Offer to help and then follow through
• Connect on social media
• Follow through with offers to help and/or remind of request for introductions
• Say thanks!
Now, go be wildly successful!

Questions or Follow Up: Kalan Guiley

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