



Top Tips

- Networking in job search is about having conversations to gain insight and information.
- Know yourself; your strengths, weaknesses, concerns and what energises you. Use your strengths and have plans for the aspects you might find challenging.
- Try and reframe any negative thoughts and have a growth mindset.
- Remember that most people like to help when they know what they can help with.
- Networking is a key and validated part of your job search strategy.
- Start with warm contacts and build from there.
- Follow up on advice given and always send note of thanks.
- Prepare and plan:
 - What is your 'personal brand'? What makes you a potentially good employee?
 - What are the parameters of what you are looking for or ideas you have?
 - What information or insight do I need?
 - Who is in my network?
 - Use a networking planner to be organised.
 - What are my goals for networking? (eg 2 meetings per week).
- Networking is relevant at every stage of your job search.



Purpose of Meeting

Understanding target organisations

- Specific industry trends
- What companies are leaders in the field?
- Which companies have a good reputation for [your interest]?
- Which companies seem to be growing?
- What do you know about the culture of the organisation/s?

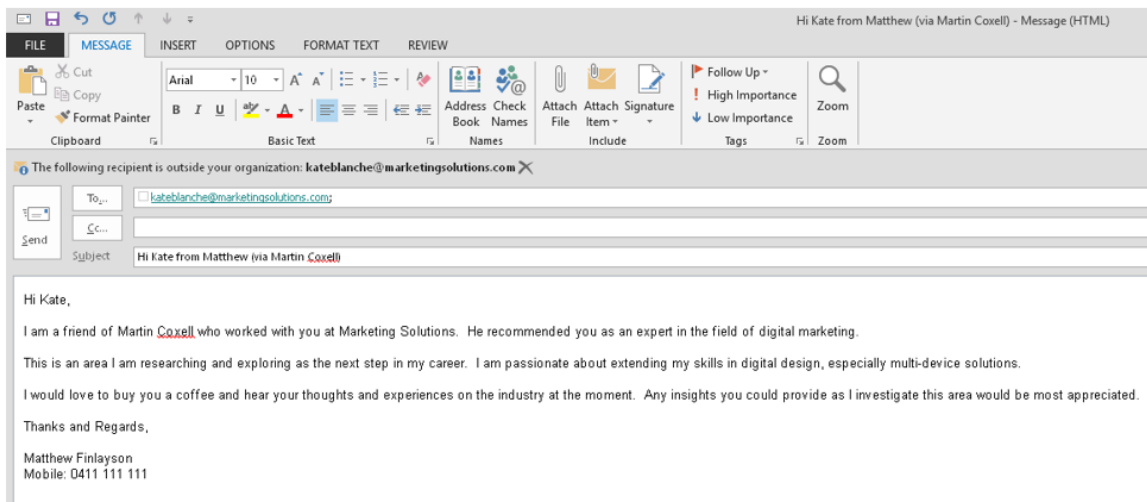
Understanding target roles

- What is the scope of the role?
- What would an ideal candidate in this role look like?
- What experience/qualifications are valued?
- What other roles might be an option?

Discovering opportunities

- How does the organisation source new staff?
- What is the general recruitment process used?
- What is the best way to explore if there is a current opportunity?
- Who else would you suggest I speak to who could help me?

Asking to catch up



Networking Resources on Learning Hub

25 resources

Your application toolkit

Explore how to create an impressive resume, craft cover letters, and build yo...

17 resources

Job search strategy

Leverage your network, find advertised roles and partner with recruiters and...

16 resources

Mastering the art of inte...

Learn great strategies and tools to prepare for and confidently present your...

8 resources found for "networking"

Create a personal networking plan

Creating a structured plan and process is vital to any successful venture, including managing your job search networking campaign.

Member Wendy K. Shelton · Article · 10min read

An introverts advice for networking

Self-described introvert and veteran tech executive Karen Vickie shares her secret to cultivating professional connections with a...

10min read · Article · 10min read

Create your networking list

This activity has been designed to support you in creating and preparing a purposeful networking list.

10min read · Activity · 10min read

How to network for non networkers

Networking can be a rewarding and important part of your job search strategy.

10min read · Video · 10min read