

ACTIVITY 3.6.2



Networks (also called "networks" or "networking") describe the structure and maintenance of their own contact network. The aims of the network are the exchange of knowledge, mutual assistance and last but not least the professional advantage. The network is based on the principle of friendships: every new member brings new contacts. Thus, the resulting interrelationship is continually widened.

Four basic rules of networking:

Determine the goals.

What do I expect from the contacts? What do I want to achieve with it? Only those who define their goals, keep on an eye on the essentials and can convey that to others.

Class instead of mass.

A network is only as valuable as its members. Whoever enters into your circle should depend on the goals, not the statistics.

First give, then take.

The best way to get started is to have occupational commonalities and exchange knowledge. And without expecting a quid pro quo. You should give advice only when somebody asks.

Stay on the ball.

If the connection is established, this should be deepened - through thought exchange and personal (!) meetings. Contacts must be maintained.

