

Stuff That Works Building Careers

Chapter 6 “Networking”

Take Action

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Chapter 6 Take Action: Content

- Conduct a job search and interview twice just for fun.
- Identify five departments within your company. Then set a meeting with a person from each one. Treat it as an informational interview. Learn about them, their function and what is important to them. End each meeting with a request to meet again over coffee or lunch. Make friends.
- Make a list of services you need. For example, Banking, contractor, Heating, Car dealer, etc... Then contact someone in each area and become friends. Get to know them.
- Invest time on Stuffthatworksbooks.com

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Chapter 6 Take Action: Action 1

Conduct a job search and interview twice just for fun

ACTION

I try to interview twice a year with at least 4 companies.

I also recommend to those working for me to interview twice a year.

I don't do this because I am looking to leave my existing company. I do it to:

1. Stay current within my industry
2. Network with other companies and managers
3. Learn what others are looking for
4. Test my skills against the market
5. Understand where my developmental opportunities are.

It has served me well and I recommend it to you.

The form to the side helps me achieve these goals after an interview.

EXAMPLES

SKILL WANTED	SPECIFIC NEED	MY SKILL
Transformation	Restructuring needed someone to lead change	Low. I really have not led much change
Motivation	Needed someone who could motivate a team through communication and leadership	High I did well sharing how I motivated the team to exceed plan
ERP	Needed someone who had been through and ERP installation and new the process and pitfalls of changing systems.	Medium. I have been involved in ERP transitions for SAP but never really led the team. Need to understand the bigger picture.

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Chapter 6 Take Action: Action 2

Identify five departments within your company. Then set a meeting with a person from each one. Treat it as an informational interview. Learn about them, their function and what is important to them. End each meeting with a request to meet again over coffee or lunch. Make friends.

ACTION.

To advance your career you need to be connected in all departments at multiple levels. You need to ensure your relationships are business focused and add value to the other party and that together you are adding value to the organization.

This networking needs to be synergistic. Always try to bring it back to the good of the company. There are lots of shmoozers out there that are collecting “Friends”. This is not that.

This is about knowing how your organization works at its core. It is about knowing and helping people in all areas of your company to get things done.

EXAMPLES

Department	Name	Comments
Finance	Jim	U of M grad, Great with P&L Loves the company
Sales	Marty	From Seattle. Calls on Walmart. Has worked in industry for 15 years
Marketing	Tanya.	Moved here from NYC. Worked for Microsoft. Strong Brand Marketer
IT	Barb	Worke for EDS. Leads programmers trying to be more business focused than technical.
Manufacturing	Jeff	Virgiunia Tech. Engineering background. Loves 6 Sigma.

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Chapter 6 Take Action: Action 3

Make a list of services you need. For example, Banking, contractor, Heating, Car dealer, etc... Then contact someone in each area and become friends. Get to know them.

ACTION.

It is important to have a network beyond work. You must be able to connect your work network to the outside world as well.

You are building a web that is world wide and that brings to your attention opportunity from all aspects of your life.

You want to connect your banker with your friends. You want to be able to give your finance person a great car dealer and vice versa.

You want to be a connector. The one everyone goes to for solutions and connections.

EXAMPLES

Services	Name	Comments
Banker	Casey	Works at Wells. Great loan specialist.
Contractor	Ryan	General Contractor. Very honest. Knows lots of jobbers so no job is too small.
Car Dealer	Sam	Fun to talk with provides good deals.
HVAC	Barb	Fixed our AC saved us a fortune. Offers great advice
Painter	Edward	Great job. Very efficient. Price is a great value. Turn Key operation and timely.

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Chapter 6 Take Action: Action 4

Invest time on Stuffthatworksbooks.com.

ACTION.

This is an easy one.

I believe that each of us can help someone else.

There is so much to know and to experience. You just can not do it on your own. So the best way forward is to share and learn from each other.

Technology makes this so easy today. That is why I built the web site Stuffthatworksbooks.com.

It only reaches its potential if you join in and add the stuff that works that you have found. Please make a contribution today. Help others find the Stuff That Works.

Others have already shared their stuff that works so be sure to check the site often as there is probably something to improve every area of your life.

The community is waiting and growing. I hope you will join in and make a positive difference.

Thank you!

EXAMPLES

CONTRIBUTE

It is easy to share your Stuff That Works.

Simply click on “Contribute” from the main menu.

Then select “Submit an Idea”.

Easy!

Learn From Others

It is easy to Learn Stuff That Works from others.

Simply click on “Contribute” from the main menu.

Then select “Search for Stuff That Works”.