

RESOURCE 11

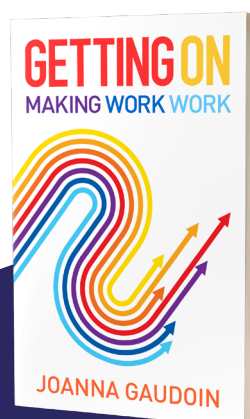
Building external relationships

Networking strategy
and planning sheet



available at
amazon

and other book retailers



This resource accompanies
Chapter 8 of ***Getting On:
Making work work***



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Building external relationships

Networking strategy and planning sheet

Consider these key questions to help you develop a networking strategy and plan:

1. Why do you need to network externally?
2. Who do you most need to meet?
3. What sorts of events could you attend?
4. How might you find out about additional events?
5. How much time do you have? Ideally how frequently would you network?

NEXT STEP:

Download Resource 12 which accompanies
Chapter 9: Key people challenges



[Download \(PDF\)](#)



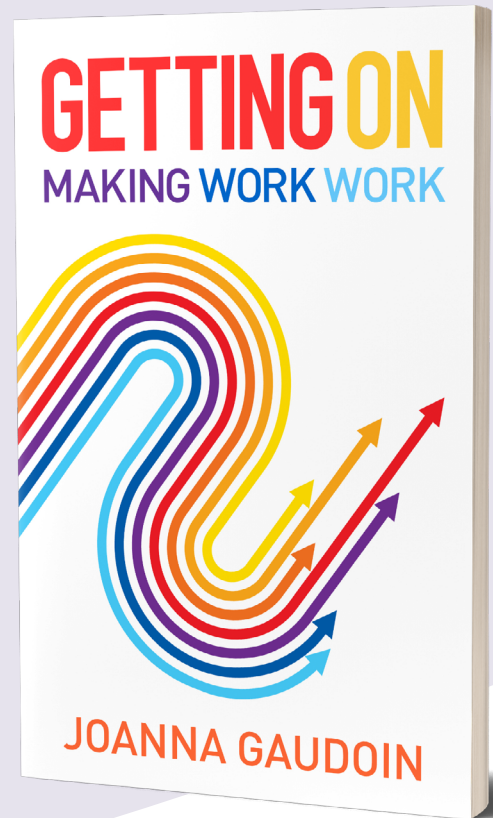
Why I wrote this book

Every day, I work with people to help them navigate the workplace challenges they face, be the best they can be at work and fulfil their career potential – so that work works for them. This book uses that experience to help you take your own steps towards career success.

“We know that excelling on the job, doesn’t mean that a successful career will follow – but we don’t always understand why. In Getting On: Making work work, Joanna reminds us to be rigorous in our self-analysis and hone the skills we need to rev our career engine. It’s pragmatic, thought provoking and encourages self-reflection with valuable insights for everyone, no matter what stage your career.”

Unette Spencer,

Chief of Staff to Executive Vice Chair, Mastercard



About the Author



Joanna has spent more than 10 years working with individuals to help them understand how to blend their technical know-how with ‘softer’ skills to realise career success – either in their existing role, or when looking for new opportunities. Joanna also runs group sessions for organisations and is a regular speaker at events.

To find out more about Joanna and her work:

www.insideoutimage.co.uk

www.gettingonatwork.co.uk

www.linkedin.com/in/joannagaudoin

www.twitter.com/joannainsideout
