

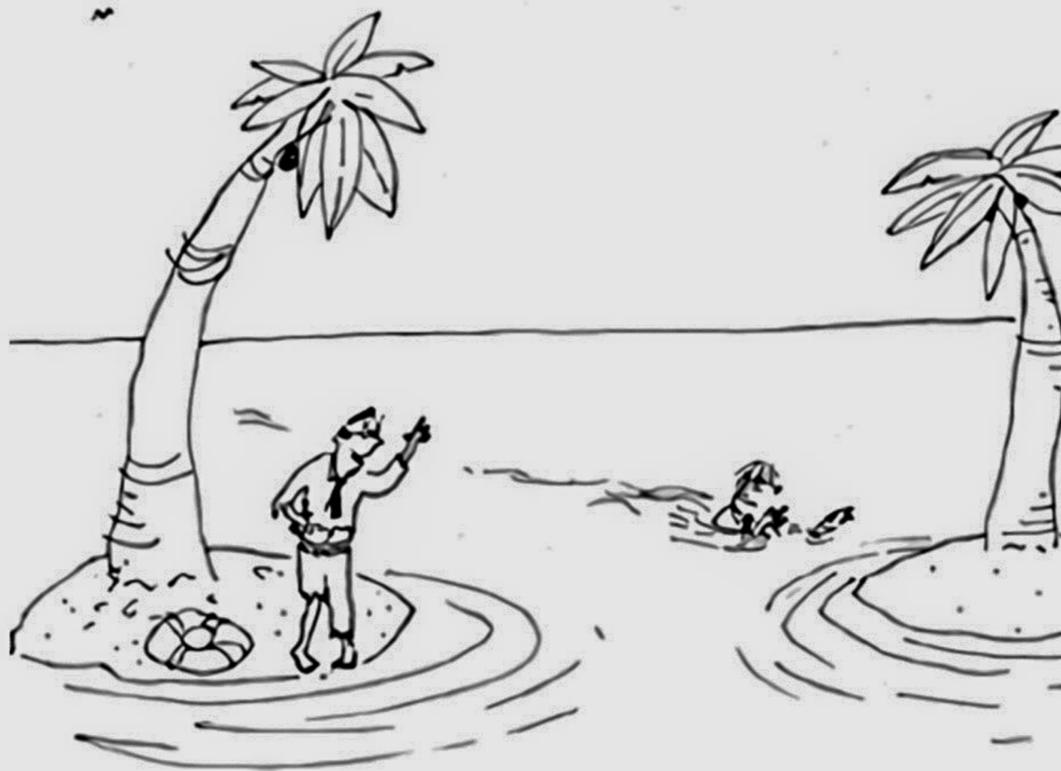
# Networking for Noobs

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In this highly competitive and digital era, we are experiencing the need and importance of networking every day. The number of global networking events and conferences has increased gradually and they play a vital role in connecting more people who benefit from sharing an ever-increasing pool of resources. Even The New York Times, one of the most respected and renowned global media houses, organises live events and conferences throughout the year.

In Bangladesh, the interest is also growing among diverse groups of people, all vying to be a part of the numerous conversations and relationships. Thanks to a few creative minds putting their hearts and souls in bringing out quality networking events across the nation, this interest is being satiated. Their efforts to connect the youth with the experienced through dialogue and engagement are helping the community to grow together.

However there are still some misperceptions about attending or engaging in these sorts of networking sessions. Taking selfies or exchanging sudden greetings with influential individuals might not always leave meaningful impacts on your networking trail. What matters most is how your core expertise and business trails are being benefited from these networking efforts. Often young individuals waste precious time dwelling in irrelevant fields, which they refer to as "exploring"; I blame this is on not targeting the right triggers. This happens because elders often forget their duties. Moreover, consulting the youth might not always be framed as an easy task. Before planning how to explore options, the youth might find it handy to count where not to place their core focus. Here are a few tips for those who want to be a part of effective networking sessions:



**"Thank God. Somebody to network with!"**

## NETWORKING BEGINS FROM THE ROOT

We are all busy searching for and planning our engagement in the upcoming networking events. But one of the most precious networking avenues that we miss is our family. "Many young people don't leverage their parents," says Lorne Epstein, a DC-based recruiter, career counsellor and author of "You're Hired". "Your parents are generally your biggest supporters," Epstein said to eFinancialCareers, adding, "They've been working for 15, 20 or 30 years and they've got an incredible Rolodex." It's

high time we look into this most easily accessible and efficient networking avenue, which also includes our friends and relatives.

## YOU DON'T HAVE TO ATTEND EVERY EVENT

It's very important for an individual to know why this or that particular session is important for him/her. Ask yourself, how relevant is this for your personal or professional growth? Though networking is free on most cases, it is important to find out the right event with like-minded individuals to have the right conversations. Eventually, it's the right conversation and making new connections that lead to the ultimate goal.

## YOU DON'T HAVE TO MEET EVERY INDIVIDUAL

The objective of attending networking sessions vary from people to people. However, seeking information regarding the job market and finding business leads are two very common purposes. Sometimes people with these objectives feel the necessity of meeting every individual during the networking sessions. But it is very important to know how the whole process works. Every fruitful relationship must start with a meaningful conversation. For having one, it is important to attend to a select group of people rather than putting efforts to meet everyone and taking selfies.

Life is short, so is time. Remember, every other time you talk to someone, it counts. Don't forget you are responsible for your actions; there should be careful steps as for places you want to be and people you talk to. Never underestimate yourself as every action you take has an impact. An idle or irrelevant conversation might not lose you a thing but would often fail to take you forward. Even the topics and the words you choose while carrying out conversations define you. Being cautious and planning ahead thus helps. Making mistakes is a part of being human, so consider the thin line between being cautious and over-cautious. Do attend the networking sessions that are apt for you, meet up with the right people, and have meaningful conversations to get the job done.

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