

NETWORKING

(is it really *that* awful?)



TRINITY
ALUMNI
CAREER
NETWORK

@SineadEnglish

Only for extroverts

Manipulative

CRINGE FEST

Sleazy



net·work·ing *verb*

And maybe initiation



The *cultivation* of productive *relationships* for employment or business


- Webster's Dictionary

Who is it for?



ARE YOU A *TAKER*?

ARE YOU A *GIVER*?



“Hi, I’m Matt –
feel free to walk
all over me.”



I **know** it’s good
for me.

But.....

FACT
Or
MYTH ?

FACT?
MYTH?



Munster will win the Heineken Cup this year

You are either good at it or you are not.

FACT?
MYTH?



FACT?
MYTH?

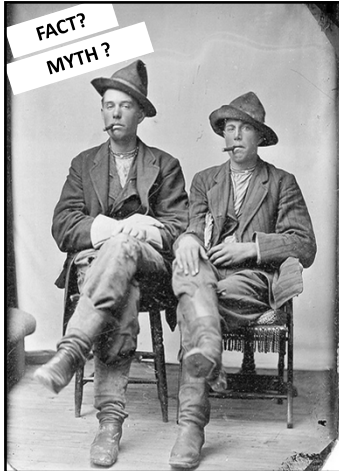


It's a process, not an event

FACT?
MYTH?

No-one can help you **get** what you want, if you don't know **what** you want

FACT?
MYTH?



Face-to-face networking is done by people who don't know how to use LinkedIn

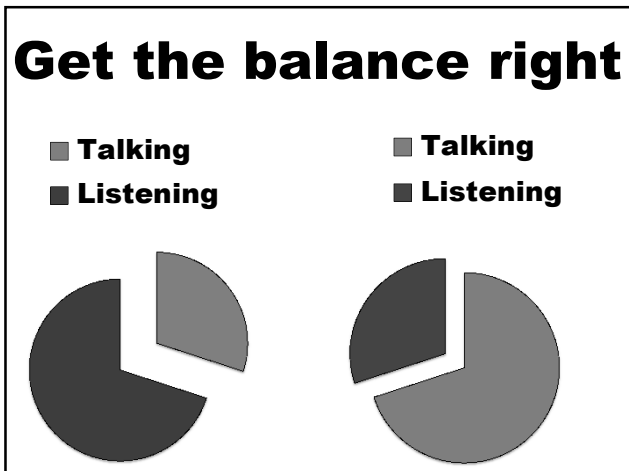
FACT?
MYTH?

It's all about... me ?



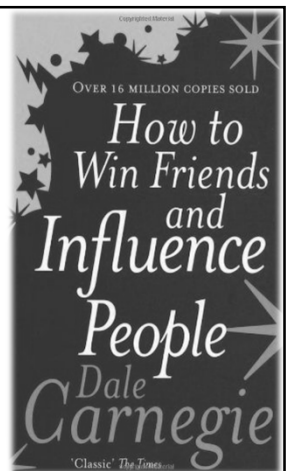
Get the balance right

■ Talking ■ Talking
■ Listening ■ Listening



“I never miss a good chance to *shut up*”

- James Patterson



NETWORKING ISN'T SELLING



Why do we dread this?



**Let's
blame our
mothers**



What's an **hour** of
your time worth?





THANK
YOU!

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