

Networking Your Way To A Good Job

Importance Of Networking:

Networking can be defined as uncovering a hidden job market. It involves maintaining a list of contacts. The list should be comprised of people you have met at business or social functions as well as family and friends. Maintaining this network can help you in getting a good job because a majority of job vacancies are never publicized or advertised. Vacancies are often filled through networking or word-of-mouth. Networking not only uncovers good job leads but can also assimilate information and advice about jobs and companies.

According To The Federal Bureau Of Labor:

-70% of jobs are located through networking.

-15% through employment firms.

-12% through advertisements.

-4% by creating jobs on their own.

-2% by sending out resumes to companies.

You have better chances of getting hired for a good job if you maintain a network. The key is to stay in constant touch with people through email, on the phone or by sending holiday greetings.

Ways To Build Your Network:

If you are one of those job seekers who failed to utilize the benefits of networking, then you still have a chance. You can start building your network, beginning with your family, friends and neighbors. Talk to your colleagues and people you meet at conferences, meetings or any social gatherings. Include your schoolteachers and even ex-employers in your list.

There are some effective ways to make your networking successful:

-Do a self-assessment in order to analyze your strengths, weaknesses and the nature of job you are interested in doing. This assessment will help you in formulating a strategy for networking. It will help you in meeting people who would be able to help you to get a job of your interest.

-Building a good network is great, but you need to make sure you keep in touch. The key is to enjoy meeting people and relating to them. Keep adding people to your list even if you are not in search for a job. This helps to open up new avenues and opportunities. There are books available on how to build a strong network.

-Maintain a file to keep the business cards or the visiting cards of people you meet. You can also create a computer database to help you to stay in touch with them.

-Keep your business cards with yourself. In case you are not working, you can use a personal card. Add your resume objectives at the back of the card. Give adequate information on the card, specifying your skills and qualifications.

Avoid Errors In Networking:

Be sincere in maintaining and updating your network. Do not take advantage of people only to fulfill your objectives. Try to remain in regular contact with as many people as you can. You need to take special care in maintaining contact with people, other than your friends and family.

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