

TIPS - WHY EMOTIONAL INTELLIGENCE MATTERS IN NETWORKING



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The Power of connecting with people can help you achieve your goals. The better you understand yourself and people, networking shall be more fulfilling. The purpose of this tip sheet is help you have good networking behavior and how to avoid basic blunders and bloopers.

Remember Networking is a People Sport of deepening relationships.



SELF AWARENESS

Why are you attending the event?.

Are you looking for

New Business/Meet Someone Specific / Career / Socialization / Industry Learning / Other

How is your current mood, mindset and behavior helping or hindering you to advance your relationship goals?

BE ASSERTIVE AND EMPATHETIC

You need to take ownership of creating an authentic connection. Learn to understand the world of the person you're looking to know. Avoid anything passive such as "your the busy one, tell me when we can meet", or "if you have a moment, call me" or "I'd love to have lunch soon."

Be clear you own it and you will do what needs to be done.

"I'll send a meeting invitation and will call/email/text you," or "The coffee shop next to your office works. What day/time next week?" I'll send the meeting invite so it's on both our calendars."



STOP PEOPLE PLEASING

You are worthy of respect for the real you. You are worthy of being around people who love you for who you are, instead of what you can do to please them.

Say no without making excuses/apologies for your behavior. Own your feelings instead of blaming them on someone else. You will be more confident in your decisions to authentically say yes or no. This way you build up your self trust and strengthen interpersonal relationships based on real you.

STOP BARGING IN

You are at an event and you have an agenda. Bargining into the converstion of others with your flyer, business card or to take a picture with you and walking away is a blooper. You need to weave yourself into the conversation and start with introducing yourself to showcase your genuine interest in others. Not use people to try to fill your event or make yourself look more popular/important on social media.

Ex- I hear people chatting up about emotional intelligence and I wander into the converstion " I love emotional intelligence, by the way my name is Christine West. How did everyone get introduced to emotional intelligence?" Learn the difference between assertiveness and barging!

