

# CREATING CONNECTIONS



## TIPS FOR SUCCESSFUL NETWORKING:

#1 Tune into behavioural cues and learn to go with the flow always using the concepts of inclusion and consideration as the fundamental basis for all interactions.

#2 Learn to listen. Ask questions and develop a genuine appreciation of people and their stories. No-one is boring if you ask the right questions.

#3 Practice your networking in supportive environments such as LunchBox Lunch List and The Making of Me - these are fantastic events to refine and polish your networking skills, while building positive and reciprocal relationships with other Perth business women. Remember practice makes perfect.

**WE ALL KNOW CONFIDENT PEOPLE WHO SEEM TO EFFORTLESSLY CREATE EASY INTERACTIONS AND FIND FRIENDS EVERYWHERE. YET MANY OF US STILL FIND THE PROCESS OF CONNECTING WITH OTHERS DIFFICULT. CAN WE IMPROVE OUR OWN INTERACTIONS WITH PRACTICE AND IF SO, HOW? IMAGE POWER AUSTRALIA MANAGING DIRECTOR NATALIA JOSEPHS SHARES WITH US THE THREE C'S OF EFFECTIVE INTERACTING AND HOW YOU CAN USE THESE TO ESTABLISH MEANINGFUL NETWORKS...**

**"A** Anthropologists and social scientists tell us that from our earliest beginnings humans gathered in groups and tribes for mutually beneficial reasons including safety in numbers, sharing of food and resources and the care of our young. Group cohesion and safety was encouraged with the introduction of specific social codes and conventions. These are the basis of culture. However, even though we understand the importance of culture in group cohesion, we know that this tribal instinct has far deeper implications. Scientists are now telling us that we are 'wired' to connect and that humans have a social brain where positive interaction with others is fundamental to maintaining biological well being. We also know that just because we are 'wired' to connect, it doesn't always follow that we are skilled in the art of effective interaction. The reality is that we need to learn to connect.

### CONNECTING

Contemporary workplaces and social environments place a high value on a person's ability to create and nurture positive, culturally appropriate interactions on a day to day basis. We usually learn the rules of

social connecting and bonding within our immediate group via the general rough and tumble of group processes as we grow and develop from a young age. Extended families, school playgrounds, clubs and team games are all fertile ground for developing basic social interaction skills.

As we grow older we learn the rules of the adult environment - for example in our western culture how to chat to a stranger, write a thank you note, buy an appropriate gift and setting a table - via our family members and role models.

### CONFIDENCE

Confidence is the key to success. Believing in our ability to be liked and appreciated by others for being ourselves is a good start. We can also build our confidence by dressing in a manner appropriate to the situation and can do this without compromising our personal style. Outright rejection is rare if our approach is tactful and considerate. We should demonstrate active listening and encourage people to talk about themselves and their topics of interest and always approach new people with sincerity.

The fake smile and feigned interest is easy to spot. Common ground is the basis of all good conversations. If we feel the subject matter is not of interest to us,

we could try asking questions to direct the conversation gently toward other topics until we find one that is mutually agreeable. Gossip and depressing topics should be no go zones. We should always ensure that the conversation remains positive.

### CONSIDERATION

Consideration and inclusion are the basis of good manners. We should be prepared to include anyone on their own and to gently assist those who lack the confidence to meet new people by introducing them to others. We should ensure the conversation is flowing easily before we leave anyone with someone new. Disclosure builds trust. However, it needs to be appropriate to the situation and the relationship. When we disclose information about ourselves, others will reciprocate with personal experiences and information that can lead to common ground and 'looping' - where we suddenly find ourselves on the same 'wavelength' with another person. When we do this we connect on a deeper level and create conversations that flow easily. **"**

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