



# Importance of Networking

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# Objectives

- 1) Define the concept of networking pertaining to sterile processing.
- 2) Explore ways to promote network engagement.
- 3) Reflect on the effects that lack of networking can have on career growth.

Define the concept of networking  
pertaining to sterile processing.

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OBJECTIVE #1





# Oxford definition

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- the action or process of interacting with others to exchange information and develop professional or social contacts.

## **Oxford Economics**

“Networking not only helps you start a career but also helps you succeed at it.”

These jobs are either posted internally or are created specifically for candidates that recruiters meet through networking.

70% of jobs are never published publicly!!



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CNBC

# LinkedIn



**70%** of professionals hired in 2016 had a connection at their company, and **80%** of professionals consider networking vital to their career success.

# FORBES

## *10 Reasons Why Networking Is Essential For Your Career*

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“Many individuals that have succeeded in their career, the causes have largely been contributed to the strong networking channels they have created over time.”

- An avenue to exchange ideas
  - It makes you noticeable
- Avenue for newer opportunities
- Reassessing your qualification
- Improves your creative intellect
  - An extra resource library
- Support from high profiles individuals
  - Growth in status
  - Growth in self-confidence
- Develop long-lasting relationships

# Mentors

Mentors help guide you to career growth. Provide constructive feedback.

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# Which are you?

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## Strengths

- Friendships with many people
- Straightforward, candid, and often charismatic
- Work well in group settings
- Upbeat, chatty, and able to speak publicly
- Spend majority of time with others
- Highly self-reliant tendencies, likely to become a leader
- Confident in social settings
- Very determined, likely to take charge, and confident

## Weaknesses

- lack independence and gumption
- value too highly the validation of others
- occasionally come across as harsh and aggressive or controlling and arrogant
- stand in the spotlight more, rather than giving it to others
- spend time in the company of others may affect personal work

a person whose personality is characterized by **extroversion** : a typically gregarious and unreserved person who enjoys and seeks out social interaction

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# Extrovert



## Strengths

- Not hugely affected by emotions or feelings
- Impartial and critical
- Situations that require a logical and fact-based perspective
- Detail-oriented
- Independent, with the ability to lead group endeavors
- Mild-mannered
- Well-suited to manage potential pitfalls
- Dependable

## Weaknesses

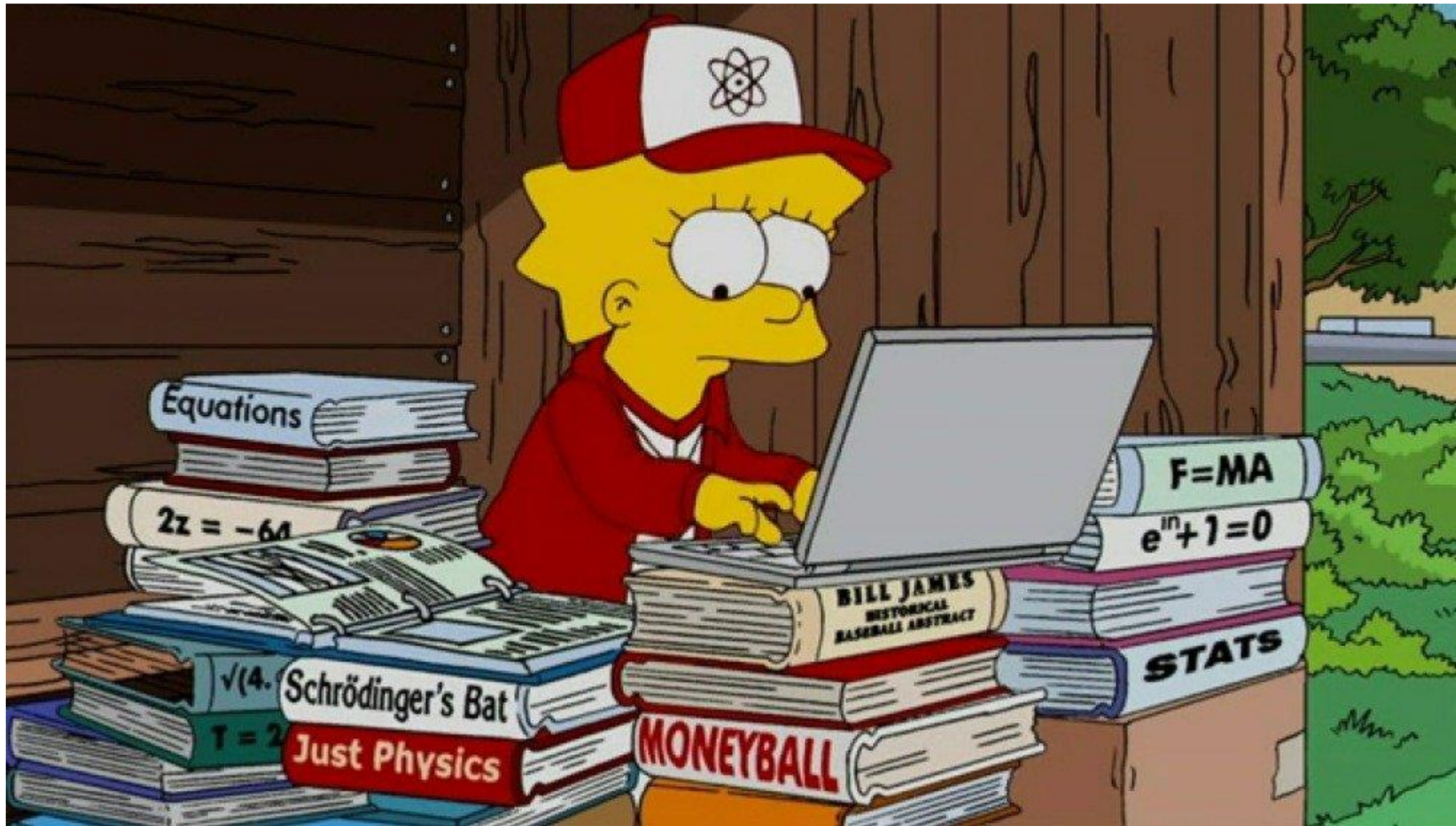
- Prefer privacy to working in groups
- Social events can be awkward and uncomfortable
- Difficult to compromise with
- Form harsh negative opinions on others, very critical
- Not a risk taker

a person whose personality is characterized by **introversion** : a typically reserved or quiet person who tends to be introspective and enjoys spending time alone.

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# Introvert





# Networking tips for Introverts

TopResume

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- Honor the way you recharge
- Set reasonable expectations
- Ask for introductions
- Listen more, talk less
- Prepare unusual questions and icebreakers
- Expect some awkwardness
- Put away your phone
- Manage your inner critic
- Keep your energy up
- Have a post-event plan





# Explore ways to promote network engagement.

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OBJECTIVE #2



# Trade Shows

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Furthermore, professionals say that networking with vendors (48%) and prospects (43%) are the top reasons they attend trade shows.

# Business Networking Events

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• **95% of people** agree that better business relationships are built through face-to-face meetings.





•72% of people that network state they are influenced not only by looks but handshake as well.



# The way you shake matters!!!



# Coffee with a new crowd!

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Having a simple cup of coffee with a group of people that you wouldn't normally is a great way to network on personal level.  
(Lunchroom)



# Social Media

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- ☐ Network utilizing social media
- ☐ Keep professional and personal separate
- ☐ Cautious of what you post



# LinkedIn

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- in 2017, **35%** of participants said a casual conversation through LinkedIn Messaging led to a new opportunity.
- **61%** of participants believe that regular online interaction with their network can lead to possible job opportunities.

Reflect on the effects that lack of networking can have on career growth.

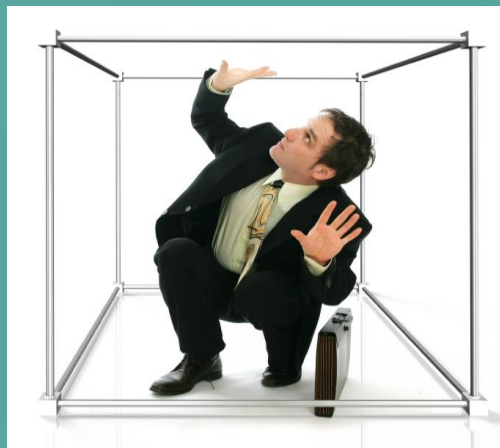
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OBJECTIVE #3



# Career Glue!

- ❖ Stuck in the same place
- ❖ No career growth!







# You become the grumpy cat of the department.

The person who is always negative.

We all have them in our department, I bet your picturing someone!

# Additionally

- Networking is not about showing off.
- No one is going to toot your horn if you don't.  
(Fine line between arrogance and professional bragging)
- If you are the smartest person in the room, you're in the wrong room!



# Game

# Time!!!

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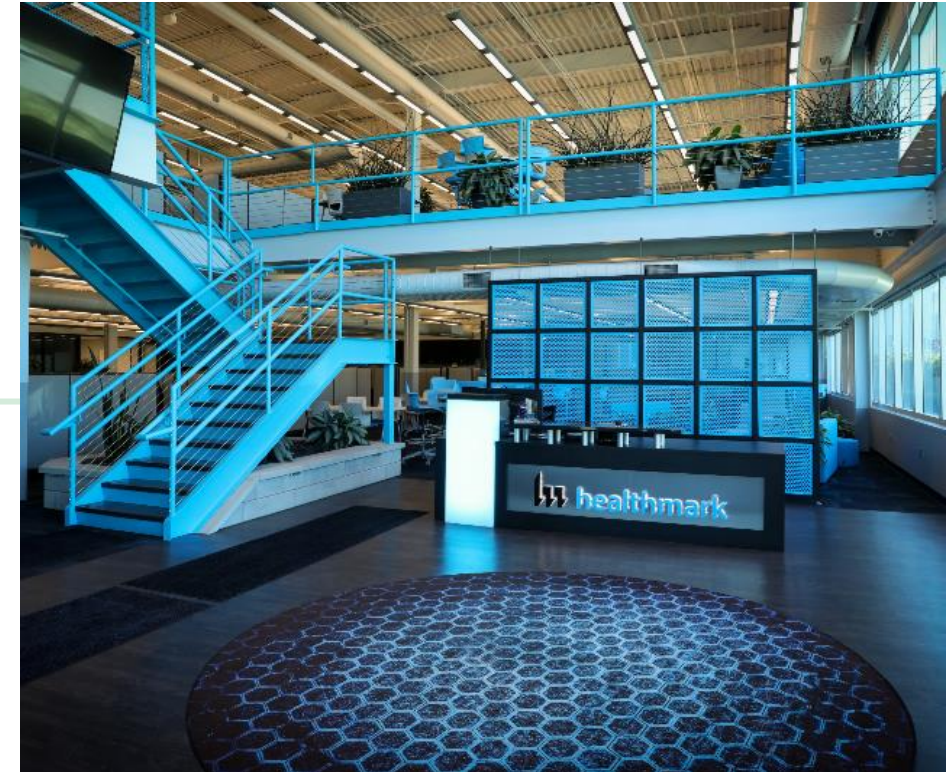
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