

Why Networking Works

From the perspective of the employer:

1. Employers want the optimizing choice for success in the selection of employees
2. Known quantities present safer and more reliable odds
3. Existing good employees are one of the better sources of information regarding the suitability of potential employees.
4. The employers decision to create an open position is a subjective not objective decision making process.

From the perspective of the job seeker

1. It is impossible for you to maintain awareness of all appropriate of all appropriate job openings in your field within a given locality.
2. Job seekers need “spies” looking for openings in multiple venues.
3. Existing employees are the best source of information about the company to determine your fit.
4. Employees are the best source of the information you will need to be optimally effective in an interview

Requirements for successful interviewing

1. Focus – know what you want and what you don’t want
2. Develop specific targets for your job search
3. Communicate and enlist as large a group of people to help you as possible
4. Prepare in advance what you will say and ask for from the networking contact
5. The energy, motivation and patience to follow through.