“ Doesn’t Matter how Much You Know, But Who You Know!”

Are you afraid of meeting new people? Or simply leaving your comfort zone? If the answer is “Yes”, I have the answer that you’re looking for. Socializing is a very critical asset in today’s society. Networking will help and guide you to a brighter future. It will open doors for you and will help flourish your career. “Understanding a person and his or her business will give you good insight as to what you can do for them when an opportunity arises”, said Gwinnett. For those who think that socializing is only speaking to people, you’re wrong! Many people enjoy being listened too.

I have five key benefits that will motivate you to open up to people and that will help guide you to success!

First, Strengthening Relationships with people, will form trust and encourage you to help each other complete goals. Moreover, having someone that you can talk too can help you emotionally and motivate you to keep moving forward. According to Von Nordheim, “Close friends improve our outlook on life and our general well-being, making any unpleasant experience much easier to bear.” Making friends is very important for human nature. To develop a high self-esteem and stronger confidence, which will help you have people around you and build relationships. Building relationships with the interior of desired employment is also a great idea. A best place to start engaging people could be at work or employment events. It is encouraged to socialize with Managers and Supervisors to receive feedback and start building connections with important individuals to receive employment opportunities.

Second, Exchanging New Ideas with other people about past experience or job related ideas is a great key to obtaining new information that you had not thought about. Sharing ideas and knowledge will help you expand your way of thinking by allowing you to see things in different ways. According to Michael Page, “Offering helpful ideas to a contact is an excellent way to build your reputation as an innovative thinker.” In addition, communicating with people can save you the time in avoiding pitfalls other people might have experienced. This benefit can come with many rewards in return. Your value will increase when obtaining new ideas and utilizing them in new jobs. Furthermore, they can help you get promoted and paid a lot more. Like Robin Williams once said, “No matter what people tell you, words and ideas can change the world.”

Third, Opportunities are given when you have established connections. Networking frequently keeps you updated with employment opportunities and will increase the likelihood of meeting important people. “Networking can help you find a job, change
careers, hire good employees, sell products, improve your business practices or accomplish any number of professional goals”, according to Linda Brinson. Letting others know that you’re seeking an employment, and providing them with past experience can be a step forward to opening doors for a brighter future. Opportunities can mean a variety of things, such as, promotions or an employment opportunity.

“At least 70%, if not 80%, of jobs are not published, yet most people are spending 70 or 80% of their time surfing the net versus getting out there, talking to employees.”
Matt Youngquist, President of Career Hormone.

Fourth, Information is received when you’re speaking to anyone. Networking is a great opportunity to exchange ideas with others to complete tasks and learn from each other. Asking questions and receiving feedback is the best way of obtaining information from people. The feedback and the information can later be used when you’re in a situation that it relates too. In addition, it will give you the confidence and knowledge to speak to people because you will now be well informed of many topics. According to this really great article called Networking, “In an information interview you have the opportunity to explore your field of interest through a structured, longer conversation with someone already working in that field.” Companies hold informational interviews that provide the applicant with knowledge and the awareness the individual must have to obtain employment.

Fifth, Advice-and-Support. You can seek advice from mainly family members, friends, and mentors. Receiving advice from others will help you strengthen your job skills and abilities. Finding people who are supportive will help you by having someone to talk too after a long and bad day. In addition, they will provide you with information to help fix the problem. According to Michael Page, “offering genuine assistance to you contacts also sets a strong foundation for receiving support in return when you need it.” It is information given to you to think about later in the future and utilize when it is needed.

In conclusion, face-to-face interaction is the best way to communicate with people. According to Angel, “Face-to-face conversations tend to be more positive, and perceived as more credible, in comparison with online.” It shows interest from your part and it is also a faster way to communicate your needs and wants to the specific person. Networking comes with many benefits that will help society, if it is utilized the correct way. So, instead of going home and logging onto Facebook, go out and speak to people. Seek for information to be well informed when speaking with someone important. Build relationships to obtain opportunities from any kind and take advantage of those opportunities that are given to you. It will help you open new doors and will help flourish your career.

Authors Bio: Abraham Torres is a student in CSULA majoring in Management with an option in Human Resource. He will graduate in the spring of 2015 and will receive a Bachelor's Degree in Management and Minor in Economics.
References:


