

Networking

1. What is networking?

Networking is **building professional relationships** rather than asking strangers for jobs.

Good networking means: i) introducing yourself professionally, ii) asking intelligent questions, iii) keeping in touch, iv) helping others, and v) becoming visible

A useful principle is: **People hire people they know, trust, and remember.**

VIDEO 1: [Essential English Phrases for Networking](#) Events by ChatterFox

VIDEO 2: [How to Network: Networking Etiquette Tips for Professionals](#) by Kara Ronin

2. Vocabulary: match the words and definitions (Answers at the bottom of the page.¹)

Word	Meaning
1/ contact	a/ person who hires employees
2/ connection	b/ experienced person who advises you
3/ network	c/ self-employed worker
4/ colleague	d/ someone you work with
5/ mentor	e/ someone you know professionally
6/ contractor	f/ person who pays for your services
7/ client	g/ company or organisation
8/ recruiter	h/ LinkedIn contact or professional acquaintance
9/ employer	i/ your circle of professional contacts
10/ freelancer	j/ hired for a specific project

3. Some other useful words and expressions:

Words: build a network, make contacts, connect with someone, introduce yourself, keep in touch, follow up, recommend someone, refer someone, collaborate, apply for, work with

Expressions: I'd like to connect with you on LinkedIn; Thank you for accepting my invitation; I really enjoyed your presentation; I'd be interested in learning more about your work; Would you mind answering a few questions?; Thank you for your time; I hope we can stay in touch.

4. LinkedIn networking: Useful phrases. Use the following words to complete the expressions: *sharing, post, Congratulations, appreciate, helpful*

- 1/ I'd _____ the opportunity to connect.
- 2/ Thank you for your _____.
- 3/ _____ on your recent publication.
- 4/ I found your article very _____.
- 5/ Thank you for _____ your experience.

¹ **Answers:** 1e; 2h; 3i; 4d; 5b; 6j; 7f; 8a; 9g; 10c

1/ appreciate; 2/ post; 3/ Congratulations; 4/ helpful; 5/ sharing