

# Networking Event



**INSTITUTE FOR SUPPLY MANAGEMENT**

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**ISM—Columbia Basin, Inc.**

Kyle Root - CH2MHill Plateau Remediation Company - Contract Specialist

Welcome!

# Regular Business

- ▶ Introduce Board Members
- ▶ Discuss Letter concerning interest in ISM-CB Leadership
- ▶ Next Board of Director Meeting September 18<sup>th</sup> - Round Table in Richland
- ▶ Procurement Managers Panel - October 9, 2018
- ▶ Waste Management - November 13, 2018
- ▶ January 2019 - After Holiday Social
- ▶ Careers in Manufacturing / Tri-City Connect - Lance Stephens

# Networking Video #1

- ▶ [An Introverts Guide to Networking - Charisma on Command](https://www.youtube.com/watch?v=FAPySGLL3gg)
  - ▶ <https://www.youtube.com/watch?v=FAPySGLL3gg>

# Introverts Guide to Networking Video

- ▶ Steps discussed
  - ▶ Redefine Networking Philosophy (new friends)
  - ▶ Be approachable or make first Contact
  - ▶ Ask questions that help to find out what people want
  - ▶ Play match maker (creates social capital)
- ▶ Activity
  - ▶ Talk amongst yourselves and try to find out what the other wants.
  - ▶ Participants to share at the end with the group.
  - ▶ Can anyone think of how to play matchmaker with anyone in our group who shared?

# Video #2

- ▶ How to Hack Networking - David Burkus
  - ▶ <https://www.youtube.com/watch?v=xFrqZjIDE44>

# How to Hack Networking Video

- ▶ Why networking is valuable?
  - ▶ Employers may see those who have vast networks desirable.
  - ▶ Having a vast network could be a selling point at an interview.
- ▶ What are networks really?
  - ▶ Think of them as making new friends. May feel less dirty.
- ▶ How are you impacted by your networks?
  - ▶ Studies show that your happiness and habits are impacted by your current networks.



QUESTIONS?