

Week 1: Are You Ready for Networking Success?

This week you will focus on research that will help you answer your networking contact's questions:

"Why are you qualified for this job?"

"What are critical industry trends to watch?"

"What aspect of the job interests you most?"

Directions:

1. Read over the [Week 1 home page](#) and watch the intro video.
2. Download the worksheets:
 - a. [Research Summary](#)
 - b. [Job & Ideal Candidate Profile](#)
 - c. [The 3 Questions Your Networking Contact Will Ask](#)
3. Complete these worksheets using the resources from 1.1 Develop
 - a. Refer to the following to help develop the worksheets:
 - i. Read *How to Network Like an American* p. 17-18, 23-25
 - ii. Watch [Conducting In-depth Research Before You Network](#)
 - iii. View the [Case Study](#) for an example of how Arjun did his research and what he found
4. Download print and take to Group Coaching Session:
 - a. [Group Coaching Session](#)
 - b. [Feedback Form](#)
 - c. [Takeaways Review and Plan](#)
5. Meet with your Group to share, practice, and get feedback
6. Reflect on your learning and refine your Networking Takeaway materials
7. Submit your questions to the Weekly Expert Coaching Session
8. Watch our webinar at 5 pm Eastern on Friday, February 5, 2016