

True or False?

Q. 6 out of 10 jobs are not advertised - they arise through the 'hidden market'

TRUE or FALSE

A. TRUE

True or False?

Q. Any two people in the world can be connected with an average of just six networking steps

TRUE or FALSE

A. TRUE*

http://www.redorbit.com/news/technology/1507844/seven_degrees_of_separation/

True or False?

Q. Your mates' best mate works for your favoured employer. Chatting to them at a party is networking
TRUE or FALSE

A. TRUE It is a way to learn more about the place or find a named individual who would help you gain access to the organisation

True or False?

Q. It is okay to call a potential business contact 'mate' or 'luv' if you forget their name
TRUE or FALSE

A. FALSE It is important to be respectful and polite and impress your potential contact with your people skills

True or False?

Q. Networking is not about making contact with people you already know, its about meeting new people
TRUE or FALSE

A. FALSE Everyone you know and everyone that they know could be a useful contact for you.

True or False?

Q. Networking is only about information sharing

TRUE or FALSE

A. FALSE Networking can be about relationships, information, personal and professional development and much more

True or False?

Q. A good network of contacts is one of the most valuable assets you can have

TRUE or FALSE

A. TRUE

True or False?

Q. You don't need to be organised to be a good networker, you only need charm
TRUE or FALSE

A. FALSE Charm may help you to meet a contact but they are soon lost if not nurtured and to do that you need to keep notes and keep in touch

True or False?

Q. Networking stops once you have found a job
TRUE or FALSE

A. FALSE There are so many ways a network can help you do your job better, improve your knowledge, take the next steps in your career when you are ready, etc.

True or False?

Q. Generally speaking during most conversations people like to talk more about other people rather than themselves
TRUE or FALSE

A. FALSE

True or False?

Q. It is appropriate to drink alcohol at networking / business social events

TRUE or FALSE

A. TRUE but do you want to make some comment about sensible moderation here?

True or False?

Q. It is okay in a professional situation to discuss your recent break up / divorce

TRUE or FALSE

A. FALSE

True or False?

Q. Generally speaking during most conversations people tend to talk more than they listen
TRUE or FALSE

A. TRUE

True or False?

Q. Your friends don't count
in your network
TRUE or FALSE

A. FALSE

True or False?

Q. When chatting with a contact you need to be aware of their 'personal space'
TRUE or FALSE

A. TRUE

True or False?

Q. When networking it is important to wait to be spoken to
TRUE or FALSE

A. FALSE It can seem difficult but you may need to make the first move

True or False?

Q. In a panel interview you should make eye contact with everyone not just the person asking the question
TRUE or FALSE

A. TRUE

True or False?

Q. In a networking situation it is okay to discuss how you had to resit your professional exams / degree

TRUE or FALSE

A. FALSE