



## How Good Are You At Networking?

*Tick the questions that you agree with, place a cross against those you disagree with.*

1.	I enjoy finding out what other people do	
2.	I feel embarrassed asking people for favours	
3.	I send Christmas cards to ex-colleagues and business acquaintances	
4.	I usually call or e-mail former colleagues and acquaintances when I am struggling with a particularly difficult problem	
5.	I do not like to waste time going to conferences	
6.	I cannot remember the names and family details of all my team members	
7.	I cut out articles from the press that I think might interest colleagues	
8.	I prefer to write e-mails or letters to picking up the phone	
9.	I am quick to return phone calls	
10.	I pursue opportunities to work on committees, task forces and projects	
11.	I like to solve problems on my own	
12.	I am happy to ask people for their business cards	
13.	I go to social events with people outside my team	
14.	I have lost touch with my ex-bosses	
15.	I use the internet to make contact with people in my field	
16.	I do not mix work and social life.	

*Specialists in Executive Communications!*



## Calculate Your Networking Score

Give yourself one point for every time you *agree* with questions 1,3,4,7,9,10,12,13 and 15.

Give yourself another point if you *disagreed* with questions 2,5,6,8,11,14 and 16.

**If you scored 0-5:** You don't seem to network much. Be careful not to get overlooked for promotion. Talking to a colleague good at networking might help.

**Score 6-9:** You network a little, but if you want to raise your profile and spot business opportunities you could do more.

**Score 10-13:** Your skills are above average but can still be improved.

**Score 14-16:** You're a natural networker but be careful not to overdo it and annoy other people!

*Specialists in Executive Communications!*