



A Cross-Cultural Comparison of Networking Practices

Networking is important for job seekers, but it is also relevant to those employed in their field who want to continue advancing in their careers. It is a way of creating opportunity. Being aware of some of the cultural differences that influence networking can be helpful in bridging those differences.

	A country outside of Australia you have worked in	Australia
<p>Networking</p> <ul style="list-style-type: none"> • How do you meet professional contacts in your field? • 		
<p>Networking Events</p> <ul style="list-style-type: none"> • If you were to attend a Professional event and you wanted to get to know someone there you had never met before, how would you do this? • When meeting someone for the first time, what would you do to make a positive impression? Why? What messages would this give? • What information would be important to share with the new contact in your first conversation with them? • At a professional event, what topics would you typically discuss when meeting someone for the first time? 		



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<ul style="list-style-type: none">• When at a professional event, what kinds of questions would you ask someone to get to know them better? What would you not ask? Why?• How would you show respect and interest during a conversation with a new contact? How might this change depending on the status of the person within their organisation?• How would you let the person know you're looking for work or, if you are currently working, that you would consider new work opportunities (would you tell them directly)?		
<p>Non-Verbal Communication</p> <p>When networking, what message is carried by:</p> <ul style="list-style-type: none">• Age?• Gender?• Dress?• Use of space (between people)?• Gestures?• Touch?• Eye contact?• Facial expressions?• Silence?• Laughter?• Tone of voice?• Amount of emotional expression?		



Debriefing Questions

Which questions were easy to answer? Why?

Which questions were difficult to answer? Why?

When you were discussing your answers with your partner, what answers surprised you?

What answers or insights from your partner were most helpful?

What were some of the things that you both were unsure of?

What did you both know the most about?