

NETWORKING

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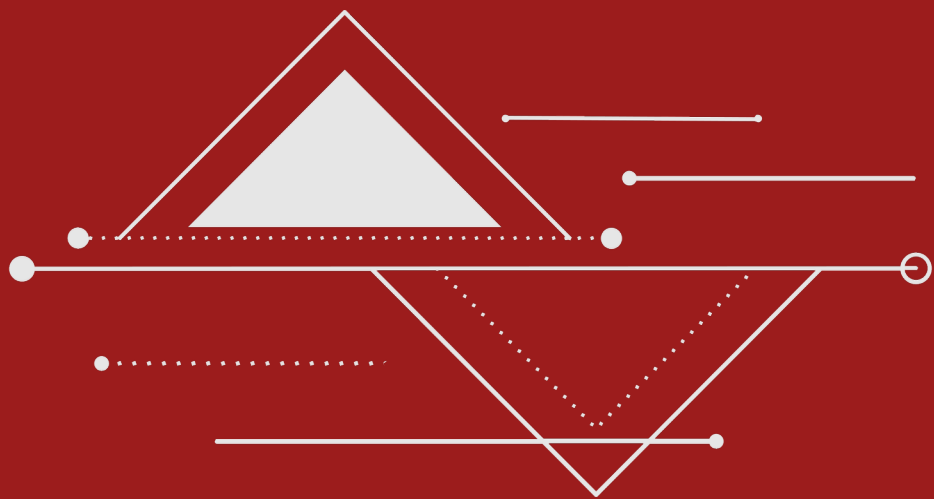


WHAT IS NETWORKING?

- Networking is the exchange of information or services among individuals, groups, or institutions with a common profession or special interest.
- Networking usually takes place in an informal social setting.
- Networking is the cornerstone of any effective career exploration, and it often begins with a single point of common ground.

IT'S NOT WHAT YOU KNOW OR WHO YOU KNOW, BUT WHO KNOWS YOU

SUSAN ROANE



WHO MAKES UP A NETWORK?

- Anyone you know personally can be your network. Your friends, classmates, teachers, neighbors, co-workers, etc.
- Also, any professionals working in your field of interest could be part of your network. Once you graduate and get a job, the people you work with or those in similar fields can become part of your network.



HOW TO GROW YOUR NETWORK

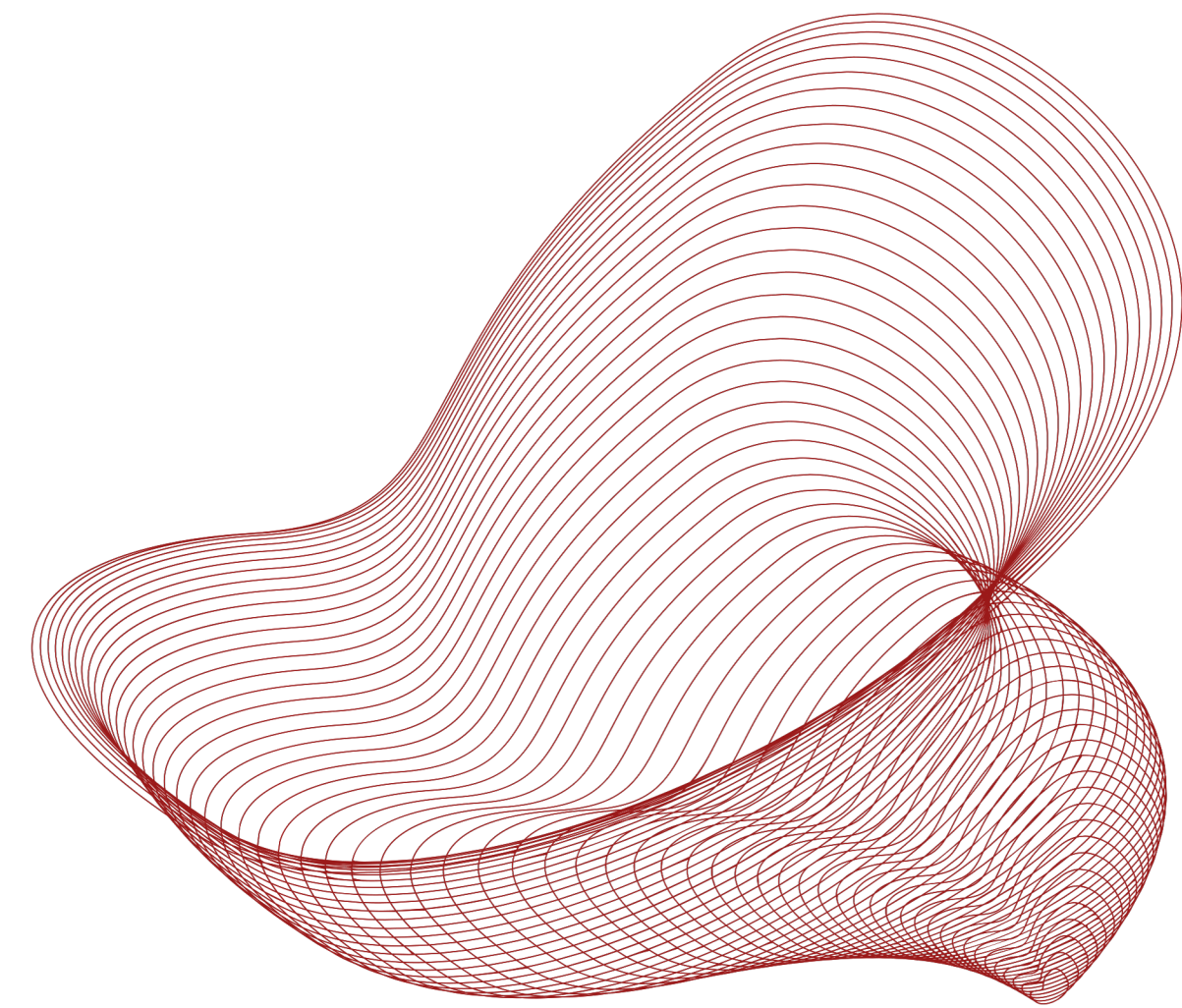
By establishing a strong academic, social, and/or professional network you can open doors for success that were once closed.

MAKE YOUR PRESENCE CLEAR

Make sure to tell your teammates, managers, friends, and contacts what you are doing and what you have in the works. Keep in touch with professional contacts via email, social media, and face-to-face meetings. A simple, “Oh, I actually know somebody you should contact” can occur simply because you kept your presence clear.

ATTEND NETWORKING EVENTS

Every industry has conferences and trade shows, which can provide great networking opportunities. There are also local meet-ups and organizations that hold regular events that can be great for building your network. Social media such as LinkedIn and Twitter can also be important platforms for networking.



BE A GOOD LISTENER

When out networking, do not always try to dominate the conversation by talking about yourself; instead, listen to other people talk. First, people naturally love to talk about themselves, so if you can show that you are genuinely interested in what they have to say it will help to build that connection.





FOLLOW UP WITH EVERYONE YOU MEET

Send a thoughtful email letting the person know it was a pleasure to meet him/her. This is also a great time to let your contact know he/she should reach out to you in the event that you can ever help him/her in any way.



NEVER BE AFRAID TO ASK.

When you want something, your network may know the right person to get it done. You want an introduction? Ask for it. Want a meeting? Ask for it. Want feedback or advice? Ask for it.

DON'T ALWAYS TAKE. GIVE AS WELL.

When networking, don't always make it about you. Make sure to share your knowledge and expertise and offer to help whenever you see an opportunity. Helping other people will often come back to you tenfold. The key takeaway: Don't be selfish. Think how you can help everyone you come in contact with.





EXERCISE

DELIVERABLE



- Have you ever attended a networking event? How was it? (Someone who has attended networking events can share with the group about his or her experience.)
- Make a list of everyone you can think of who is in your network at the moment or who is likely to be in your network.
- Make a list of ways you might grow your network while here in school and once you graduate and go to college.



SCENARIOS



SCENARIO #1



Aaron, a 25-year-old business graduate from Babati, had always dreamed of establishing himself in the local business community. However, as an introvert, he found networking events overwhelming. Despite his reservations, he decided to attend a gathering organized by the Babati Chamber of Commerce, hoping to make valuable connections. As he entered the event, Aaron felt nervous but determined. Scanning the room, he spotted a familiar face named Amina, an old classmate who now worked at a local bank. Relieved, he approached her with a smile. Their conversation flowed naturally, and Aaron learned that Amina was actively involved with the Chamber of Commerce. “You should consider joining,” Amina suggested. “It’s a great way to grow your network and career.” Aaron hesitated but knew she was right. Encouraged by their conversation, he decided to embrace the opportunity. Though still uncertain, he realized that stepping out of his comfort zone was the key to his success.



DISCUSSION QUESTIONS



- Why did Aaron find networking events overwhelming?
- What motivated Aaron to attend the Babati Chamber of Commerce event despite his reservations?
- How did Aaron feel when he first entered the event, and what helped him feel more at ease?
- What suggestion did Amina give to Aaron, and why was it important for his career growth?
- What lesson did Aaron learn by the end of the event?

SCENARIO #2

Hannah, a first-year student at the University of Dar es Salaam, knew that success was not just about studying but also about meeting the right people. Coming from Morogoro, she wanted to build connections that could help her find internships and job opportunities.

One day, she attended a career fair but felt nervous about talking to employers. Remembering her cousin's advice, she gathered courage and introduced herself to company representatives.

To her surprise, they were friendly and shared useful career information. Hannah also made new friends, realizing that networking was not just about jobs but also about learning from others. By the end of the event, she felt confident and excited about her future.





DISCUSSION QUESTIONS



- Why did Hannah believe that success was not just about studying?
- What motivated Hannah to attend the career fair?
- How did Hannah feel at the beginning of the event, and what helped her overcome her nervousness?
- What did Hannah learn from talking to company representatives and fellow students?
- How did the career fair impact Hannah's confidence and outlook on her future?

SCENARIO #3



Natasha, a third-year student at the Institute of Tax Administration (ITA) in Dar es Salaam, knew that building a strong network was key to her future success in the tax and customs field. Coming from a small town in Tanga, she realized that connections would open doors for internships, jobs, and mentorship after graduation. To expand her network, Natasha joined student organizations and attended events at ITA. She built relationships with her classmates, teachers, and professionals from the Tanzania Revenue Authority (TRA). She also reached out to ITA alumni for advice and job leads. By making these connections, Natasha gained valuable knowledge and opportunities, preparing her for a successful career in the tax and customs industry.





DISCUSSION QUESTIONS



- ◆ Why did Natasha believe building a strong network was important for her future?
- ◆ How did Natasha expand her network at ITA?
- ◆ What role did Natasha's classmates, teachers, and TRA professionals play in her networking efforts?
- ◆ How did Natasha connect with ITA alumni, and what did she gain from these connections?
- ◆ How did Natasha's networking strategy help her prepare for her future career?

SCENARIO #4

Hawa, a project coordinator at Edlink Limited in Dar es Salaam, has quickly become a valuable team member due to her proactive networking. She focused on building strong relationships with colleagues across different departments, as well as attending industry events to connect with professionals from other companies. Hawa also leveraged LinkedIn to expand her network, sharing content and engaging with others. She reached out to former classmates, professors, and mentors for advice and job referrals. What sets Hawa apart is her approach to networking with a genuine desire to give back, whether by sharing advice or connecting others. Through these efforts, Hawa has built a strong network, opening doors to new opportunities and career growth.





DISCUSSION QUESTIONS



- How did Hawa build strong relationships within her team at Edlink Limited?
- What role did attending industry events play in Hawa's networking strategy?
- How did Hawa use LinkedIn to expand her professional network?
- Why is Hawa's reciprocal approach to networking important for her career growth?
- What benefits has Hawa gained from her networking efforts at Edlink Limited?

SCENARIO #5



Jose is an Electrical Engineering student at Mbeya University of Science and Technology (MUST). He understands the importance of building a strong professional network for his future career. Coming from a small town, he sees university as an opportunity to connect with people who can help him succeed. Jose actively engages with his classmates through group projects and study sessions, building meaningful relationships. He also connects with professors by offering to assist with research and volunteering for campus events, gaining valuable mentorship. To gain practical experience, Jose seeks internships to connect with professionals in his field and learn from their careers. Additionally, he uses LinkedIn to expand his network online by sharing content and connecting with industry peers. By taking these steps, Jose is steadily building a solid network to support his future career goals.





DISCUSSION QUESTIONS



- ◆ How does Jose engage with his classmates to build relationships?
- ◆ What strategies does Jose use to connect with his professors?
- ◆ How does Jose gain practical experience to expand his network?
- ◆ Why is Jose using LinkedIn to build his professional network?
- ◆ How is Jose's networking strategy helping him prepare for his future career?

THANK YOU

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