

Networking Self-Assessment:

5 Key Competencies for Personal and Professional Success

Rate yourself on the following networking competencies: 1= *I could do this much more effectively*, 3= *I do this effectively at times*, 5= *I usually do this very effectively*.

Identify Your Goals

I can easily articulate my professional/business goals.	1	2	3	4	5
My networking goals align with my professional/business goals.	1	2	3	4	5
I have a clear, concise and concrete networking plan.	1	2	3	4	5

Brand Yourself

I understand the key elements of personal branding.	1	2	3	4	5
I give those I meet a positive reason to remember me.	1	2	3	4	5
I've devised tangible ways of staying in touch with those I meet.	1	2	3	4	5

Develop Your List of Contacts

I have prioritized and organized my contact list.	1	2	3	4	5
I have set up a "greeting" schedule.	1	2	3	4	5
I have specific goals for contacting and adding people.	1	2	3	4	5

Reach Out

I have identified groups and associations that align with my goals.	1	2	3	4	5
I maintain a professional personal and online profile at all times.	1	2	3	4	5
I give back to others and to organizations on a regular basis.	1	2	3	4	5

Follow Through

I review my goals on a weekly basis, and change them as needed.	1	2	3	4	5
I set specific goals for developing and following up with contacts.	1	2	3	4	5
I know how I can successfully use my personal and professional contacts in the future.	1	2	3	4	5