

NAPM Columbia Basin Networking September 2009

<p><u>Career Coaching Practical Advice: M Taylor, C.P.M.</u> http://www.mltweb.com/seminars/Career_Coaching.pdf <i>PowerPoint slide show 2007</i></p>	<p><i>Is this Just a Job? Or Is This My Career? Position Yourself In The Job Market</i></p>
<p><u>How do others perceive me? M Taylor, C.P.M.</u> http://www.mltweb.com/prof/perception.htm</p>	<p><i>The business of selling yourself; _ You have to have something to sell.</i></p>
<p><u>Making performance appraisal process personal, M Taylor, C.P.M.</u> http://www.mltweb.com/prof/appraise.htm</p>	<p><i>If you were hiring someone to replace me, what skills, attributes would you be looking for?</i></p>
<p><u>Networking Within the Organization, Marilyn Gettinger, C.P.M.</u> http://www.ism.ws/files/secure/index.cfm?FileID=61459</p>	<p><i>Is a reciprocal process based on the exchange of ideas, advice, information, referrals, leads, contacts where Resources are shared and acknowledged.</i></p>
<p><u>The Hub Factor- networking for the 21st century Julia Hubbel</u> www.TheHubFactor.com</p>	<p><i>This is the Century of the Network. Are you ready?</i></p>
<p><u>Professional Attitude, M Taylor, C.P.M.</u> http://www.mltweb.com/tools/articles/Professional.htm</p>	<p><i>Remember that management has a vested interest in hiring creative, multi-taskers.</i></p>
<p><u>Professional Strategies, M Taylor, C.P.M.</u> http://www.mltweb.com/prof/prodev.htm</p>	<p><i>Professionals Develop Their Own Professional Development Plan</i></p>
<p><u>Interview questions M Taylor, C.P.M.</u> http://www.mltweb.com/prof/interview_questions.htm</p>	<p><i>So you want to interview for that new job?</i></p>
<p><u>Establish Relationships M Taylor, C.P.M.</u> http://www.mltweb.com/tools/buytrain/relate.htm</p>	<p><i>Build a "resource library" of friends</i></p>
<p><u>Requisition a new job M Taylor, C.P.M.</u> http://www.mltweb.com/tools/buytrain/requisition.htm</p>	<p><i>Apply job skills to your career</i></p>

What problems do you solve?

☒ What does your client/employer enjoy as a Result of your work?

☒ When does your name come up as a problem solver?

☒ What attributes do you possess that your client/employer values?

☒ *How do you improve your client/employer's market position?*

Networking exercise:

1. Find a common thread(s)? What do you both do at work, problems you have to address, issues, working conditions, commodities, challenges, "opportunities", etc.
2. What background, fact, data element, suggestion can I share that might be helpful to the other person today or in the future?
3. Is there some potential that we might have a common interest or might be of help to each other in the future?
4. Is there an opportunity for us to stay in touch or communicate again in the future?