

CREATING CAREER SUCCESS

A Flexible Plan for
the World of Work

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Chapter 6: Relationships

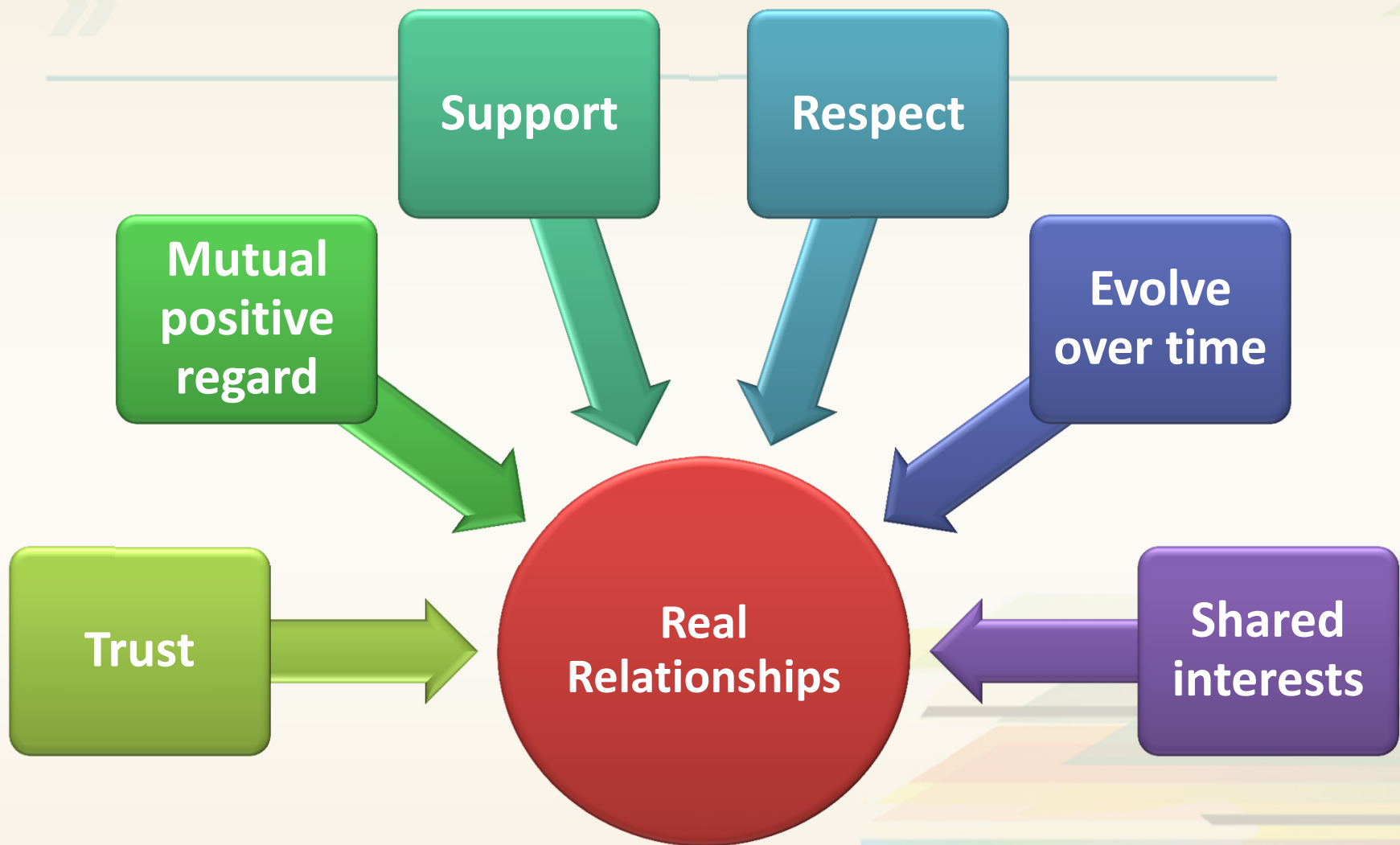
Let's discuss



Luba V Nel

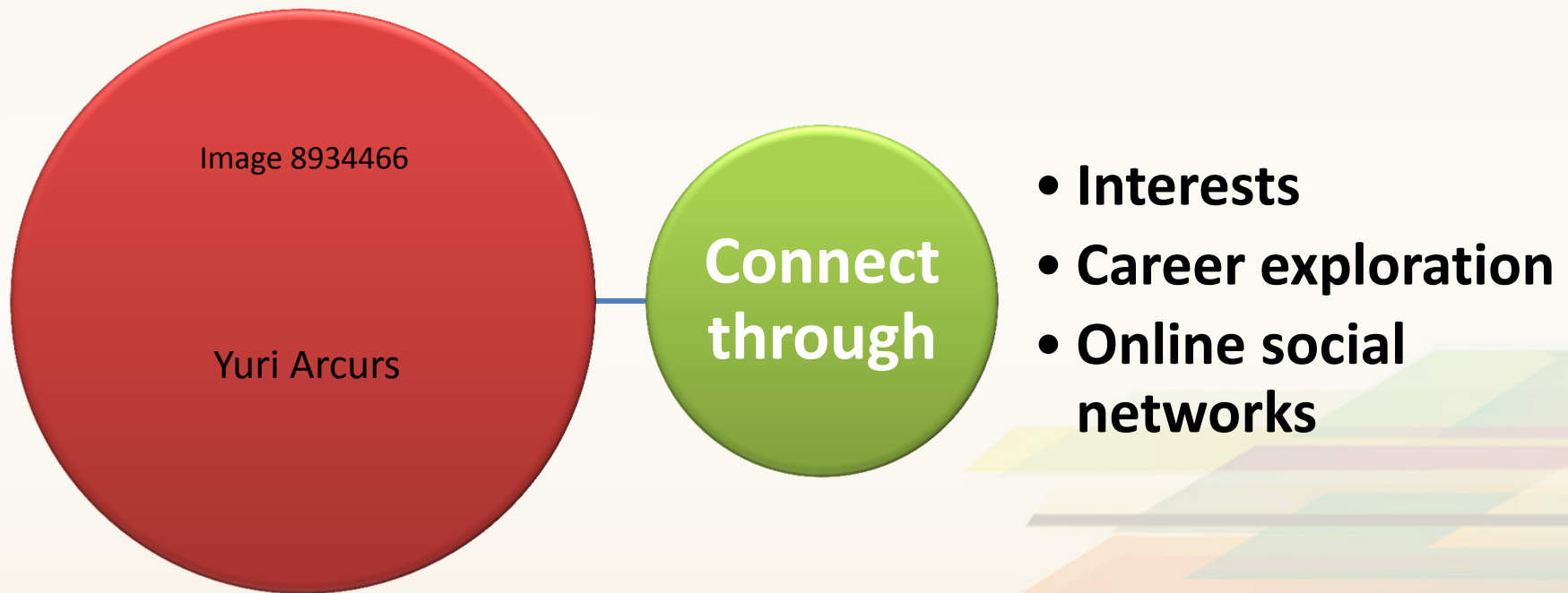
“The end result
of kindness is
that it draws
people to you.”

~Anita Roddick





Building real relationships



Types of social network structures

Strong and weak ties

- Know well = strong ties. Family, close friends. Provide personal support, advice, camaraderie
- Know but not very well = weak ties. May not know about your interests or career needs.

Social resources theory

- Value of your connections as strong as access they have to the people or knowledge that you want to contact

Structural holes theory

- Connections should belong to several different networks so with each connection you network into a new group.

Strategies for expanding your social network

Let extended network know your needs



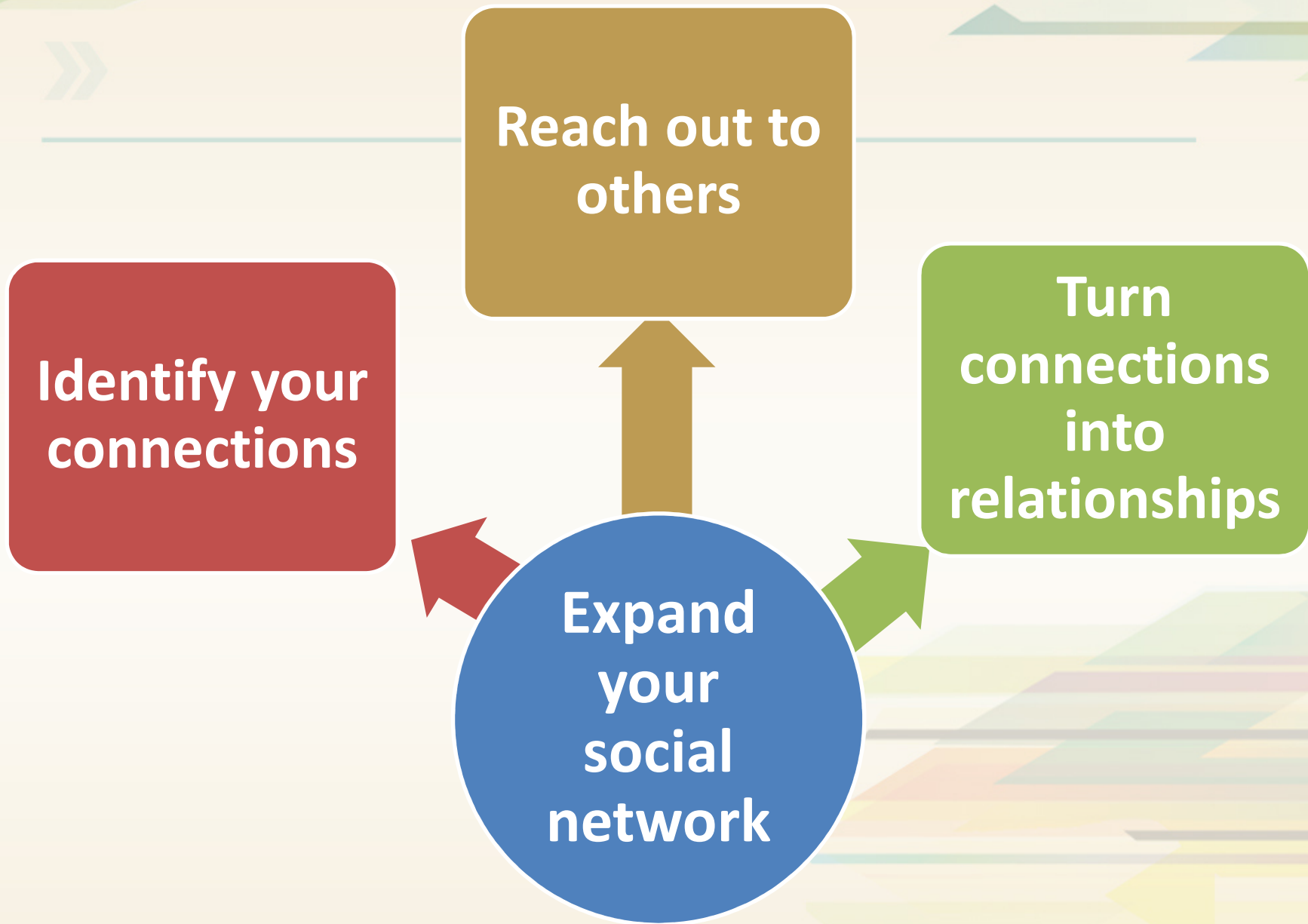
ARENA Creative

NURTURE RELATIONSHIPS OUTSIDE INNER CIRCLE

ADD WEAK TIES

Add connections with social resources

Build relationships with structural holes



Work with awareness: Connect around causes



Igor Petrov

**Showcase workplace
skills and values**



Sam Aronov

BUILD CONNECTIONS



mangostock

**Share social
causes with others**



iQoncept

**Choose meaningful
activities**

Tech savvy: Use online social networks



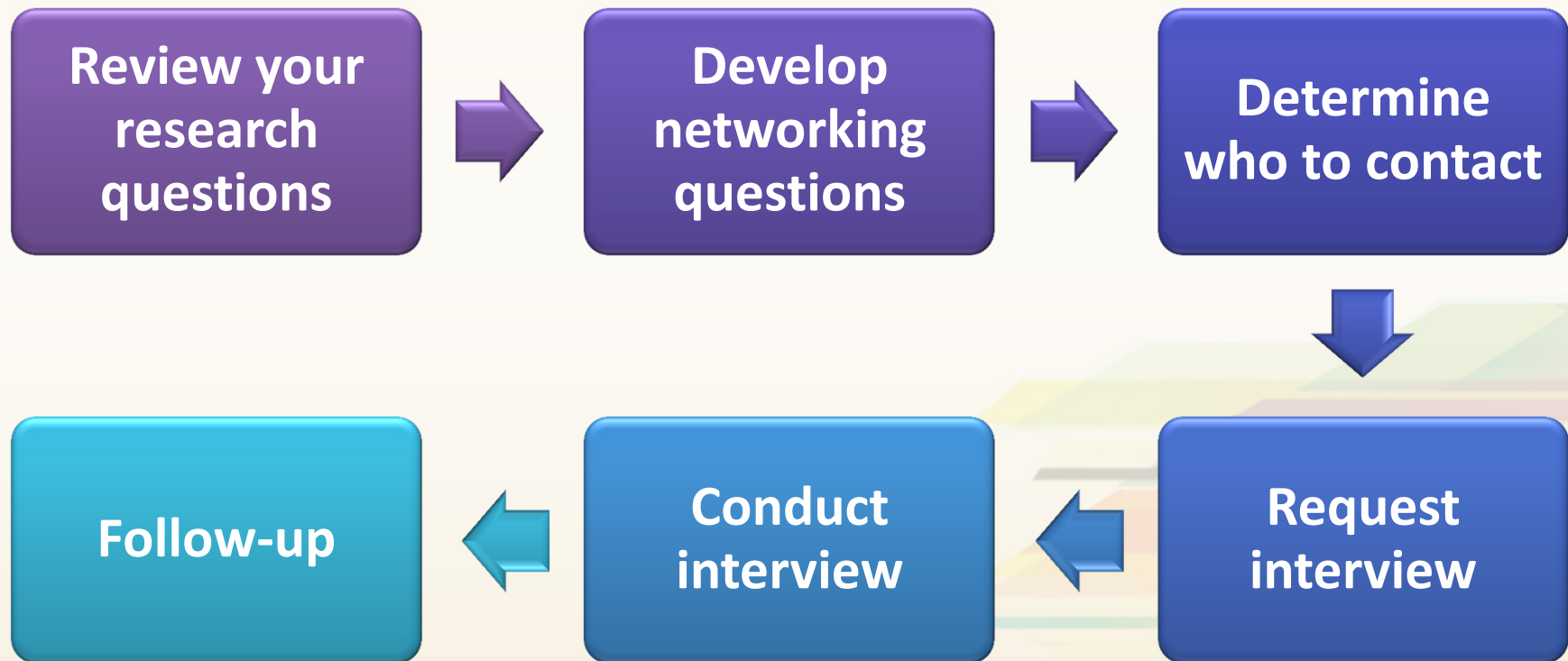
Antun Hirsman

Learn about
connections

Expand
network

Social
networking
etiquette

Six steps for informational interviewing



Structure of informational interview



StockLite

Thank contact for meeting with you



Mention time agreed upon



Brief description of information sought



Ask general question to begin



Wind down session before agreed upon time

Networking for internships



Now connect!!

**Create list of
opportunities**

**Identify
connections**

Approach them

Thought questions

- Do you feel prepared to speak with people in the world of work? Why or why not?
- Have you developed a list of questions about careers that will help you gather information from people during your career exploration?
- What can you do to improve your ability to build real relationships and connect with others in careers that interest you?