

5.2.17: Introduction to Networking

What you'll learn to do: Discuss the importance of networking, and identify strategies to increase your professional network

Have you ever heard someone say, “He just got hired because his sister knows the manager”? That probably was not the *only* reason, but if you were the hiring manager and had to decide among three candidates that seemed to have pretty much the same strengths with only a few weaknesses, wouldn't you break the tie based on the opinion of someone you knew and trusted?

These sorts of connections don't have to be based solely on personal relationships, however. You can forge your own professional network by getting out there and getting to know others in your field. Let's learn more about this important career skill.

Contributors and Attributions

CC licensed content, Original

- Introduction to Networking. **Authored by:** Susan Kendall. **Provided by:** Lumen Learning. **License:** CC BY: Attribution
-

5.2.17: Introduction to Networking is shared under a [not declared](#) license and was authored, remixed, and/or curated by LibreTexts.

- **14.17: Introduction to Networking** by Nina Burokas is licensed CC BY 4.0. Original source: <https://courses.lumenlearning.com/wm-businesscommunicationmgrs>.