



Networking Assessment: How well do you network?

		1	2	3	4	5	6	7	8	9	10		
1	I don't have a personal set of written goals. I don't plan with whom I make friends.											I have a plan of where I am going in the future and who will be going with me.	
2	I don't have a mentor.											I have a strong mentor within my professional world and one outside.	
3	I don't have established time pre-set on my calendar each week for networking.											I schedule at least 10 hours every week networking face to face.	
4	I don't consciously plan added value events. If something comes along then I will go.											I invest daily in identifying ways to find events that meet my interests.	
5	I have to work hard to make contact with people or get appointments.											I can always get appointments or get through on the phone to people on my list.	
6	I believe I need training or help when making contact with hiring managers.											I feel confident in my ability to connect with hiring managers.	
7	I don't have a personal budget or plan for expenses I incur in networking.											I have a personal budget and plan for networking expenses.	
8	I don't have a plan for making connections with the right people.											I have an effective job search marketing plan to ensure I'm meeting with the right people.	
9	I need to be clear on what I will gain before I invest a lot of time in a relationship.											I live by the motto... "Add value to others before expecting anything in return."	
10	I use an information system to develop my network.											I maintain a list of my top 50 network targets.	
11	I basically stay in touch with people I like.											I teach other people how to network.	
12	People rarely call me for advice or assistance in my field.											More people know me than I know.	
13	I protect my family time from work and business pressures.											My time with family, friends and business contacts are integrated.	
14	I don't volunteer.											I volunteer a minimum of 4 hours per week.	
15	My personal and business relationships rarely mix.											My key professional colleagues would describe me to others as a friend.	
Total Each Column Down												Total All Columns =	