

IS NIET:
ONOPRECHT ZIJN



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IS NIET:
JEZELF CONSTANT
IN DE SPOTLIGHT
ZETTEN



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IS NIET:
WACHTEN TOT
HET NAAR JE
TOE KOMT



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IS NIET:
ENKEL AAN
JEZELF DENKEN



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IS NIET:
BLIND ZIJN
VOOR WAT ER
ROND JE
GEBEURT



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NETWORKING IS...



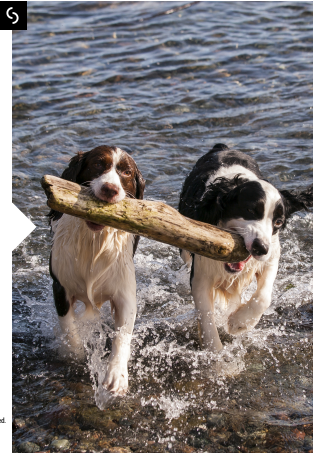
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NAUWE
BANDEN
ONDERHOUDEN



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SAMENWERKEN



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BELOFTES
ONTHOUDEN
EN NAKOMEN



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SAMEN IETS
OPBOUWEN



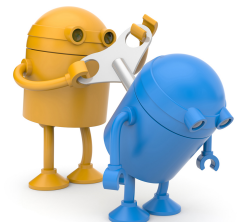
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VERTROUWEN
OPBOUWEN



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ELKAAR
VERDER
HELPEN



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Fundamenteel Principe 1

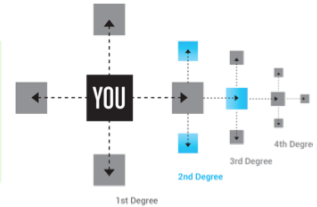
De échte kracht zit in de 2^e graad

Your Network of Trusted Professionals

You are at the center of your network. Your connections can introduce you to 12,864,800+ professionals -- here's how your network breaks down:

| | |
|--|-------------|
| 1. Your Connections Your trusted friends and colleagues | 1,060 |
| 2. Two degrees away Friends of friends, each connected to one of your connections | 563,600+ |
| 3. Three degrees away People three steps through a third and one of their friends | 12,100,100+ |
| Total users you can connect through an introduction | 12,864,800+ |

18,181 new people in your network since January 10



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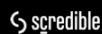
Fundamenteel Principe 2

De 'Networking Attitude'

Networking Attitude

= delen van informatie, op een reactieve en proactieve manier, zonder er iets voor terug te verwachten, althans niet onmiddellijk.

"Geven en ontvangen"



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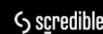
Fundamenteel Principe 3:

De "Know, Like & Trust" factor



Als alle aspecten hetzelfde zijn,
doen mensen zaken met
– en geven doorverwijzingen aan – mensen die ze
kennen, leuk vinden en vertrouwen!

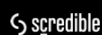
Bob Burg
(Networking Expert)



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Hoe belangrijk is LinkedIn?

- Hoe belangrijk is een eerste indruk?
- Hoe lang duurt het om een eerste indruk van iemand te krijgen?
- Waar doe je meestal een eerste indruk van iemand anders op?



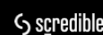
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Eerste indruk?

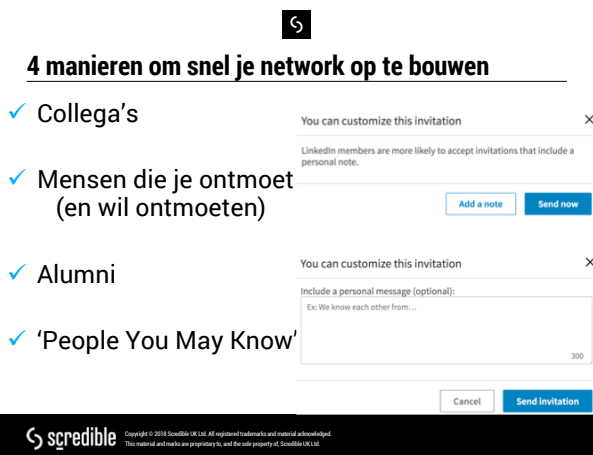
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I am currently a Staff SRE-SE (Site Reliability Engineer - Systems Engineer) at Google working on cluster management infrastructure, naming/rendezvous, config/data distribution and our cloud products. I de... [See more](#)



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Opvolging: frequentie

- ① Binnen de 24 uur
- ② Binnen de 2 weken
- ③ Binnen 1 maand
- ④ Om de 6 maanden

*Zowel om zelf anderen in je geheugen te houden
als door anderen onthouden te worden*

