

Leading through networking

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Did you ever consider a correlation between leadership and networking?

Can you think of a prominent leader who was also a great networker?

Is it possible to impact, influence, and inspire others through networking?

Networking is a multifaceted tool for communication, development, and leadership. It requires skill in communication (verbal/non-verbal), interpersonal relations, knowledge, and understanding. As well as emotional intelligence and cultural awareness. These attributes can easily be connected with leadership.

The next obvious question is: How can I lead through networking? There are several ways to answer that question. In this article let's explore the different ways that networking can impact your leadership style.

Network with Empathy

Empathy is described as having the ability to understand and share the feelings of another. It is closely associated with having an affinity or rapport. Empathy is a strong characteristic which enables relationship building and trust. It can offer space for commonality, connections, and bridging gaps.

Empathy is also a powerful tool for improved communication. Leading with empathy while networking offers a form of sensitivity and discernment. This can be useful when doing business or forging relationships. It can also set

the tone for expectations and setting healthy boundaries.

Network with Intentionality

Setting goals and having an objective for networking are valuable actions for creating success. Leaders who exhibit intentionality are more likely to be recognized and respected. Individuals who are intentional in their networking are strategic and mindful of their interactions and engagements.

They are productive with their networking and look for/add value to their networks.

Intentionally involves being focused in networking and making the right decisions to get the right outcomes. Whether it is selecting events to attend, groups to join, or connecting with individuals. Similarly to leadership, it shows professionalism and beneficial relationships.



Network with Integrity

Last but not least, having a strong work ethic and practicing protocol revolve around integrity. Integrity refers to being honest and having strong moral principles. Following through with promises, being transparent, and showing accountability in networking foster quality relationships.

Likewise, as a great leader has integrity, they are able to influence and inspire others. Showing integrity can promote your personal and professional brand while networking. It can expand your networks and open doors for opportunities. There are several ways to lead through networking. Showing characteristics of empathy, intentionality, and integrity create a platform for sustaining quality relationships. These attributes complement your communication style, goals around networking, and the way you connect with others. Use these tips and strategies to reinforce your purpose for networking. As well as be consistent with these actions to reach your full potential and have success. **TE**



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