

Tips for Networking

Study the examples of Active Listening and Possible Questions, and add your own ideas.

Examples of Active Listening

Is that so?
That's so interesting.
I had no idea!
I was thinking the same thing.

Possible Questions to Ask

How long have you been working in....?
What got you interested in...?
What are your thoughts on...?

In the two examples of following up (minute 5:16 in the lesson), what do Sam and Erica ask for?

Sam follows up by leaving a voicemail in which she asks for _____

Erica follows up by writing an email in which she asks for _____

Networking Practice

In the following dialogues, fill in the blanks with Active Listening phrases or Possible Questions. You can find possible answers on the following page.

“What do you do?”

“I’m a financial strategist for S.B. Frost.”

“ _____ ”

“The luxury pet care market is beginning to get oversaturated.”

“ _____ ”

“Yes, there just isn’t enough demand to support so many retailers. I think I’ll need to branch out or try something new soon.”

“Recently I’ve been considering going back to school to get my masters.”

“ _____ ”

“Oh really? What would you want to study?”

“I’m working on artificial intelligence in the medical field.”

“ _____ ”

“I actually think there are a lot of possible applications there.”

Networking Practice: Answer Sheet

In the following dialogues, fill in the blanks with Active Listening phrases or Possible Questions. You can find possible answers on the following page.

“What do you do?”

“I’m a financial strategist for S.B. Frost.”

“Very nice. How long have you been in that field?”

“The luxury pet care market is beginning to get oversaturated.”

“That’s interesting. I had no idea!”

“Yes, there just isn’t enough demand to support so many retailers. I think I’ll need to branch out or try something new soon.”

“Recently I’ve been considering going back to school to get my masters.”

“I have been thinking the same thing.”

“Oh really? What would you want to study?”

“I’m working on artificial intelligence in the medical field.”

“What are your thoughts on using A.I. in mental health treatments?”

“I actually think there are a lot of possible applications there.”