



NETWORKING STYLES SURVEY

OVERVIEW: NETWORKING - AN ESSENTIAL CAREER AND LEADERSHIP SKILL

Throughout your professional career, Networking is one of the critical skills necessary to become a successful leader and climb the organizational ladder. Even if you would characterize your current networking abilities as good, you may feel that certain areas could be improved.

Failing to 'Work Your Network' is a common error, and often causes work climates that are not conducive to productive work environments.

WHY NETWORKING STYLES SURVEY?

The secret to successful networking is knowing how to turn casual conversations into useful connections. With clear goals and bottom-line skills, networking works! AIM Strategies® has developed the **NETWORKING STYLES SURVEY** that helps you find a style which is comfortable for you.

Completing the survey takes a few minutes but offers insights about your style of communications. These insights lead to strategies to more effectively connect to and work with others.

OUR METHOD AND BENEFITS TO YOU

AIM Strategies® **NETWORKING STYLES SURVEY** can help you understand your preferred approach towards networking and formulate tactics and strategies to maximize your effectiveness.

FEATURE	ADVANTAGES	BENEFITS
Low cost, accessible online 24/7	No waiting, easy to implement	Quick turnaround on implementable ideas
Questionnaire identifies your preferred networking style	Understand the networking approach which with you are most comfortable	Develop strategies to deal with other styles and maximize the benefits of your approach
Uncover your networking strengths and weaknesses	Recognize networking behaviors which are beneficial and those that can detract	Tailor your approach towards your strengths while minimizing your weaknesses

HOW IT WORKS

- Individual completes a self-assessment survey
- Survey is available online 24/7
- Takes just 10-12 minutes
- The survey consists of:
 - √ A short demographic section
 - √ 48 style check-off statements
 - √ 1 Open-ended question
- Participant receives a **NETWORKING STYLES REPORT** which described the four Networking Styles and highlights key strategies for how to network at work. Additional action steps and planning tools are available online as well as the **WORK YOUR NETWORK** book principles.

HOW DO I GET STARTED?

Contact AIM Strategies® at info@aim-strategies.com or call 718-832-6699 to learn more about our Networking survey, leadership assessments, and coaching services.



Applied . . .
Practical Applications

Innovative . . .
Fresh Perspective

Management . . .
Focused on Results



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