Become a Better Networker

Networking is not an innate talent. It's a series of skills that anyone can develop, no matter your age, gender, career stage, or level of extroversion. To help you get out there and build professional connections, you can focus on developing:

Cognitive flexibility. Researchers found that the ability to adapt your thinking in response to changing situations can increase your openness to networking. Simple changes to your daily routine, like taking a different route to the office or working from a new location, can boost your cognitive flexibility.

Positive thinking. Rather than aiming to avoid errors or negative results, shift your mindset to strive for positive outcomes. This will help you approach social situations like networking with a more open, confident attitude.

Persistence. The more persistently you network, the greater your chances of success. Dedicate time each week for networking, even if it's just an hour or two. Whether it's in person, by phone or email, or LinkedIn, all that matters is that you follow through.

This tip is adapted from "[5 Networking Tips for Introverts (and Anyone Else)](#)," by Willy Das and Samantha Dewalt