Handout 7: Ways of Encouraging Networking

Ways to encourage networking include:

- Attend formal networking opportunities such as inter-agencies.
- Target particular people with similar positions or interests and actively maintaining contact.
- Identify concrete benefits of networking in reports to management committees.
- Respect people’s differences, but look for common ground. In the process of working together, you may learn from the other party at the same time as they are learning from you.
- Locate formal meetings at the agencies where it is hardest for staff to leave their site.
- Take the initiative in contacting new staff.
- Any other forms of encouragement?