

ASSOCIATE TIPS

Win at Networking with Your Emergenetics Preferences

By Colin Yeow, Master Associate and Deputy CEO of Emergenetics Asia Pacific

The Expressiveness Attribute is arguably the most observable. In most cases, it's the first attribute we experience when meeting people, especially at a networking session where we are among (mostly) strangers. While everyone is expressive, we tend to express ourselves in varying degrees of intensity and energy.

Knowing that the first impression we leave could make or break relationships, let's take a closer look at understanding Expressiveness a little deeper and **learn how to flex to gain an advantage**.



KNOW YOURSELF

Understand your own norm – what your personal comfort is when it comes to interacting with others, especially at a networking session where you are meeting the “world-at-large”.

Tip: Once you're self-aware, you can begin to understand how much you need to flex to be effective. Third-third Expressives may need to consider how to listen more attentively. First-third Expressives may need to consider how to engage more interactively. The following tips related to each Thinking Attribute, may help!



CONSIDER THE PURPOSE

If you have an Analytical preference, the objective or purpose you've set for yourself to achieve at the networking session will go a long way in helping you flex along the Expressiveness spectrum. Be wary of coming across too objective-driven and unemotional.

Tip: Blue preference thinkers – understand your purpose or create a clear objective for yourself. Going to a networking session with a clear goal will motivate you to flex your Expressiveness. It might be helpful to prepare a few more casual topics to discuss, rather than just speak along your objectives.



PUT OTHERS AT EASE

It's not always possible to provide everyone an Emergenetics Profile. Remembering that first-thirds prefer to be left-alone and third-thirds prefer engaging with others, one of the best things to do when in doubt would be to “mirror” the energy level of whoever you are speaking with.

Tip: Mirroring is a good way to engage others in a way to put them at ease. Approach gently at first, then match their intensity moving forward.



CONSIDER YOUR RESPONSIBILITIES

If you have a Structural preference, the responsibilities you need to fulfil will motivate you to adjust the way you flex along the Expressiveness spectrum. You could also prepare a list of questions before attending a networking session so that it becomes easier to facilitate conversations purposefully!

Tip: Green preference thinkers – understand your responsibilities and what your job entails. Being task focused, and preparing a list of simple questions that will help you connect with people will set you up well for the networking session and not appear overly task-driven.



CONSIDER SIGNIFICANT RELATIONSHIPS

If you have a Social preference, the opportunity to build significant relationships in your life may motivate you to change the way you choose to express yourself. However, it may also prevent you from moving quickly around the room as you may feel bad for ending a conversation or you may find it hard to start conversations you assume to be superficial.

Tip: Red preference thinkers – understand that people make you tick! Going to a networking session hoping to make new meaningful connections may help you navigate your way through the crowd. Prepare a few ways of connecting with people meaningfully or ending a conversation ahead of time so that it helps you work your way around the crowd purposefully.



PACE YOURSELF

While understanding the last few tips may give you the necessary motivation to network effectively, note that it may also be the trigger that tires you out. Pace yourself well – understand your most preferred place on the Expressiveness spectrum (and the other two behavioural spectrums too!) so that you can go there to regain your energy and to keep going.

Tip: Enhancing your self-awareness not only provides you with insight to motivate yourself but allows you to understand what drains your energy so that you can manage yourself more effectively.



CONSIDER THE POSSIBILITIES

If you have a Conceptual preference, the possibilities that present themselves at a networking session, or the topic of conversation may very well motivate you to network! Be aware that you could also be easily distracted by these possibilities and end up not achieving your intended goals.

Tip: Yellow preference thinkers – think about the opportunities! Imagining the exciting possibilities that may arise from a networking session may be a huge motivation to meet new people. Keeping in mind a few topics or questions that will help you return to your objectives will help you stay focused.



If you would like to find out more about implementing any of these tips in a workshop or programme, please contact **Colin** at colin.yeow@emergenetics.com.