

News You Can Use

Tools for Corporate Executives

Don't Shy Away, Even if You Don't Know What to Say

When at meetings and conferences and you are there to network (or have the opportunity to network), you should be able to meet people easily and use skills, such as a firm handshake, how to enter and exit conversations gracefully, and not hiding in the corner. However, no matter how uncomfortable you are in a situation because you don't understand what is being discussed because it isn't in your field of expertise, you must continue to meet people.

One of the most important pieces of advice that gets missed in coaching sessions is **you don't have to be an expert in everything**. If a topic is outside of your expertise, become engaged, listen, and learn about the subject.

By involving yourself in the topic, experts in other fields will be more than happy to share their information with you which will let you be an expert in your field when you meet up and find common ground to talk about both fields.

The next time you are thrust outside your comfort zone, dive in, introduce yourself, ask a few questions, and listen. You'll end up smarter and more confident and, you'll make new connections with great people.