

URL: <https://stvp.stanford.edu/clips/curious-open-minded-networking>

The best networking, advises Cisco executive vice president Amy Chang, isn't simply transactional. Instead, it should be rooted in a deep curiosity about other people, and is about helping others as much as learning things yourself.



Transcript

- For board meetings, sometimes we invite customers 00:00:06,920 and partners to come and you'll walk into a room and I still feel a slight double heartbeat or a slight hitch in my breath of, well, a little bit of nervousness in approaching this room full of people that I don't know.. That I'm then gonna have to pick somebody to go talk to and hope that they're fun to talk to.. I don't think there are many people who would say they love that.. But if you look at it as these are like say 30 unknown human beings in this room, and I have the opportunity to pick two or three and get to know them for let's say a 10, 15 minute period, and maybe there will be one that I have a connection with.. - And isn't it true that the best networking actually 00:00:53,660 is not one that is a short term transaction, or it's not something that is gonna necessarily reap fruits in the short term.. And in fact, the most significant networking in your life is stuff where you are just meeting somebody for the sake of just meeting them in the sheer joy of that.. And then it will bear fruit in unforeseen ways in five to Or in different ways down the road.. - You almost can't do it with a specific intent in mind 00:01:15,710 that kind of defeats the purpose.. Like if you approach it from a kind of standpoint of genuine curiosity about people..

Everybody has something to teach you.. Regardless of who they are, they do have something to teach you.. And if you are humble enough to realize, yes, every person has something to teach you.. Whether it's about life, about work or what.. Then when you sit down with them, what you are really trying to figure out is, "Oh, what does this person have to teach me? And what do I have to help them with? Like what can I based on my experience, help them with." And if it's done with that kind of open-mindedness, if you will, a lot of times you may Let's say you have 10 lunches, eight out of 10.. That was a nice lunch, but there's not gonna be a longterm relationship.. But maybe two out of 10 there is.. And if you're doing let's say 10 every quarter over a 10 year period.. You have picked up a lot of really interesting people that you can depend on and ask various questions of..