



## How Do You Rate Your Networking Skills?

Rate your level of mastery for each of the 10 traits listed below.

	<i>Never</i>	<i>Rarely</i>	<i>Sometimes</i>	<i>Usually</i>	<i>Always</i>
1. I follow up	—	—	—	—	—
2. I have a positive attitude	—	—	—	—	—
3. I am enthusiastic and motivated	—	—	—	—	—
4. I am trustworthy	—	—	—	—	—
5. I listen well	—	—	—	—	—
6. I network 24 hours/day, 7 days/week	—	—	—	—	—
7. I thank people	—	—	—	—	—
8. I enjoy helping people	—	—	—	—	—
9. I am sincere	—	—	—	—	—
10. I work my network	—	—	—	—	—
Add number checked for each column	—	—	—	—	—
Multiply each total by number	X 1	X 2	X 3	X 4	X 5
<i>Subtotals</i>	—	—	—	—	—

**Total Score = \_\_\_\_\_** (add all 5 columns together)

*If you scored*

- 45-50 Master networker
- 35-44 Skilled networker
- 25-34 Networker on the rise
- 15-24 Networker in training
- ≤ 14 Disconnected networker



Adapted from: *The 29% Solution* (2008) by Ivan R. Misner and Michelle R. Donovan

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Prepared by Gae Broadwater, State Specialist for Program and Staff Development, and Jennifer Hubbard-Sánchez, State Specialist for Sustainability and International Programs, Cooperative Extension Program, College of Agriculture, Food Science and Sustainable Systems, Kentucky State University.