

Networking Scenarios: The Difference Between Making Friends and Networking

On the surface, making friends and networking look alike - meeting new people, discovering common interests, and hopeful that the relationship will carry on.

But the fact is, they're different—and it's important to distinguish between the two. In an article by Katen, Madeleine Albright, the former Secretary of State, said “I think women are really good at making friends and not good at networking. Men are good at networking and not necessarily making friends.”¹

Networking is about building connections, having substantive conversations, and finding cohesions with other professionals in a limited amount of time. Yes, it's an opportunity to connect with others—but it's more about advancing professional goals than it is about getting people to like you or boosting your social scene.

¹ Katen, Laura. (2012). The Difference Between Networking and Making Friends. Forbes.com. Retrieved from <http://www.forbes.com/sites/dailymuse/2012/08/06/the-difference-between-networking-and-making-friends/2/>.