

Chapter 9

Review Questions

1. What are the main principles of social network theory?
2. What are the elements of a social network, and what do they do?
3. How can social networks be mapped?
4. What are some of the benefits of networks and networking?
5. What are the key elements of an Elevator Pitch?
6. What are some of the way to develop a network?
7. Identify the various networks you are a part of, and analyze them for the skills and resources they contain.
8. What are some of the skills of networking?
9. How do organisations network together?
10. Explain the concept of trust.