

ASSESSMENT # 3**Total Marks: 30**

Answer the following questions:

Q: 1: Short Questions (15)

- I. How would you use networking to find a job?
- II. Outline some helpful tips when putting questions to the contacts in your network.
- III. What are the different ways of developing a personal networking list?

Q: 2: What is SPIRIT? How does it help in setting goals? (7)

Q: 3: Outline the steps for developing an effective script when making networking calls. (8)