

"A man is
great by
deeds, not by
birth"
-Chanakya

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Speed Networking in the Corporate World: A Structured Pathway to Usable Relationships, Clearer Communication, and Cross-Silo Collaboration

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Abstract:

The structured engagement format known as speed networking condenses many “first professional conversations” into a brief period of time. Speed networking is structured so that the majority of participants converse with the majority of others during short, time-boxed exchanges, in contrast to typical networking events where individuals self-select engagements and outcomes mainly depend on confidence, familiarity, or coincidence. Goal orientation, genuineness, “first-you” listening, elevator pitches, note-taking, follow-up, and introspection are examples of practitioner cues that are built upon in this working paper and grounded in research on networks, social capital, and communication competence. It makes the case that speed networking’s corporate significance stems from its capacity to systematically produce weak ties, which convey opportunities and non-redundant information (Granovetter, 1973), as well as to build bridging connections between disparate groups conditions linked to idea flow and brokering advantages (Burt, 2004). The paper suggests a five-part framework for effectiveness (5C: Clarify, Craft, Connect, Capture, Continue) and bases evaluation on validated tools: interpersonal communication competence (Rubin & Martin, 1994) as the skill base that makes brief exchanges productive, psychological safety (Edmondson, 1999) for interaction climate, and the Short Networking Behaviour Scale (Wolff & Spurr, 2020) for networking behaviours. The conclusion covers the paper’s applicability to business practice, the managerial implications for establishing speed networking as a regular relationship infrastructure, and a methodology guide for further study.

Keywords: Networking behaviour, communication skills, psychological safety, weak connections, structural flaws, speed networking, cross-functional cooperation



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