

Code Number: _____

	Demonstration of networking skill		
Skill	Not demonstrated	Minimally Demonstrated	Demonstrated
<i>Introduction</i> Did the student introduce themselves to the employer? YES NO	- No handshake; poor eye contact - No presentation of name or personal information - Awkward and/or unengaging _____	- Acceptable handshake and eye contact - Indicated own name and some personal or organization information - Professional demeanor _____	- Good handshake and eye contact - Provided name and personal information - Acknowledged the employer (etc., with the employer's name, question about their experience so far, etc.) - Engaging and enjoyable introduction _____
<i>Articulation of Strengths</i> Did the student articulate strengths well? YES NO	- No mention of skills or other strengths related to their co-curricular experience. _____	- Vague, broad reference to the skills/strengths gained through the co-curricular experience - Casual or vague language - No examples provided _____	- Specific skills/strengths identified. - Examples provided. - Professional language - Skills/strengths appropriate to the employer _____
<i>Non Verbal</i>	- Seemed uncomfortable and stiff, OR distractingly animated - Poor eye contact - Missed verbal cues _____	- Good eye contact with employer(s) - Professional posture and movement _____	- Good eye contact - Engaging non-verbals, including the use of hands, moving to match the employer, and engaging other students, the table, etc. _____
<i>Audience Centered Discussion</i>	- Student's comments/questions could have been the same for any employer _____	- Student's comments/questions related to the employer's field - Student referred to a peer who would be interested in working with the employer - Student described experiences or skills relevant to the employer's needs _____	- Student asked questions to understand the emp's needs. - Student demonstrated knowledge of the specific employer - Student identified a personal or org connect to the specific employer's company or work (not the field in general). _____
<i>Disengaging the Conversation</i>	- The engagement ended without the student's involvement - The conversation was ended awkwardly _____	- The student thanked the employer for visiting the table. _____	- The student thanked the employer/described why they appreciated their participation. - The student referenced "next steps" or follow up. - The student used the employer's name or some other unique feature. _____