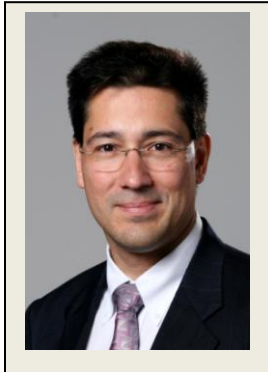


Speed Networking



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There is an ever increasing awareness of the importance of the soft side of quality. We all love the hard skills associated with our own areas in the quality profession whether it's an audit standard, an FMEA, or a multiple regression analysis. However, good interpersonal skills are needed if any of these tools are to be effective outside of our own minds and laptops. For example, it's estimated that 50% of the skills set needed by a Six Sigma Black Belt are people related.

Just what is networking? How does one "network"? Does networking have a bad connotation? Networking is not an outgrowth of "it's not what you know but who you know". Networking is about establishing and building relationships. Networking is about involving other people in your life, whether it's related to your professional goals or your personal goals. In this session, there will be coaching on how to approach perspective new contacts and how to have a meaningful conversation that will lead to fruitful business relationships. The session will provide an opportunity to practice making business contacts in a learning environment.

Eric Hayler is a Lean Six Sigma Master Black Belt at BMW Manufacturing Co. Previously he was the Manager of BMW's Central Laboratory. Eric is a graduate of Rutgers University where he received his PhD in Solid State Inorganic Chemistry in 1989. He is an ASQ Senior Member, incoming National Director, Regional Director of Region 11A, Past Chair the Palmetto Section, founder of the ASQ Minorities in Quality network, and past member of the Board of Examiners for the SC Governor's Quality Award.