

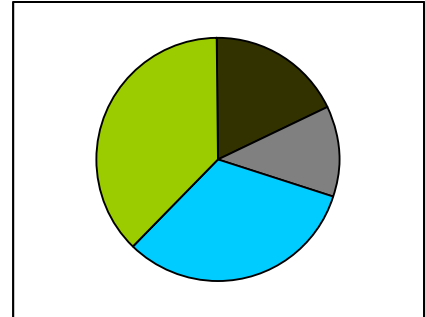
**SHEPA LEARNING COMPANY**  
**ONLINE WEEKLY POSITIVE NETWORKING® TIP AUDIENCE NETWORKING SURVEY**  
**DECEMBER 2009/JANUARY 2010**

Note: based on 340 responses--Female: 70% Male: 30%  
 As of January 7, 2010

**NETWORKING ATTITUDE**

Attitude	Rating		%
Really don't like it	1 to 4	■	18 %
Rather not do it	5	■	12 %
Don't mind it	6 to 7	■	32 %
Really like it	8 to 10	■	38 %

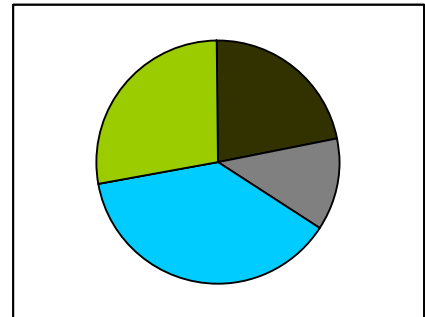
Average Rating: 6.64      Mode: 7.0



**NETWORKING SKILLS**

Skills	Rating		%
Poor	1 to 4	■	22 %
Middle of the road	5	■	12 %
Pretty good	6 to 7	■	38 %
Great	8 to 10	■	28 %

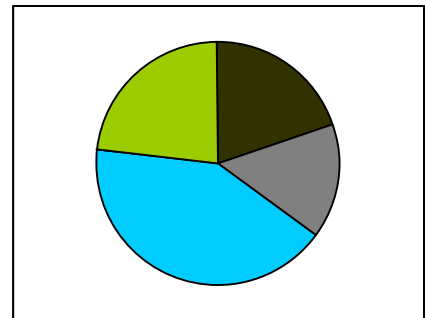
Average Rating: 6.20      Mode: 7.0



**NETWORK IN WORK AND LIFE**

Network	Rating		%
Needs improvement	1 to 4	■	20 %
Weak	5	■	15 %
Pretty good	6 to 7	■	42 %
Outstanding	8 to 10	■	23 %

Average Rating: 6.10      Mode: 6.0/7.0



**IMPORTANCE OF NETWORKING FOR CAREER ADVANCEMENT AND/OR BUSINESS DEVELOPMENT**

Importance	Rating		%
Not important at all	1 to 4	■	1 %
Somewhat important	5	■	0 %
Very important	6 to 7	■	7 %
Essential	8 to 10	■	92 %

Average Rating: 9.26      Mode: 10.0

