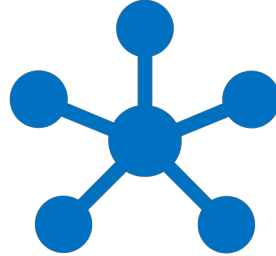


# Professional Networking Basics



Download the handout at  
[www.greatcircleglobal.com/resources.html#LFADC2019](http://www.greatcircleglobal.com/resources.html#LFADC2019)

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# Introductions

handout available at  
<http://www.greatcircleglobal.com/resources.html#LFADC2019>

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## The next 50 minutes ...

- ▶ Define networking
- ▶ Learn basic mechanics of professional networking
  - ▶ Some dos and don'ts
  - ▶ Using your study abroad experience
  - ▶ Goal setting
- ▶ Consider in-person vs. online networking
- ▶ Tips on networking within international education

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## What is networking?

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## Examples and types of networks

- ▶ TV networks
  - ▶ “Old Boys” network
  - ▶ Neural networks
  - ▶ Computer networks
  - ▶ The Internet
  - ▶ Global networks
  - ▶ Online social networks
- \* Relationship Building
  - \* Connection
  - \* Communication
  - \* Information exchange
  - \* Mutual benefit

## What does network mean?



- ▶ **Noun:** a group or system of interconnected people or things (Google)



- ▶ **Noun:** an association of individuals having a common interest, formed to provide mutual assistance, helpful information, or the like (Dictionary.com)



- ▶ **Verb:** interact with others to exchange information and/or develop professional or social contacts (Google)



- ▶ **Verb:** to cultivate people who can be helpful to one professionally, especially in finding employment or moving to a higher position (Dictionary.com)

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# Why network?

# *Opportunity*

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## When? Where?

- ▶ Industry meetings and conferences
- ▶ Alumni events
- ▶ Meetups and networking groups
- ▶ Informational interviews
- ▶ Online presence
- ▶ Parties/dinners/happy hours
- ▶ Family/neighborhood gatherings

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## Mechanics of networking

Skills you can develop and hone

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## Be Yourself

- ▶ Know yourself
- ▶ Authenticity
- ▶ Convey character and competence

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## Be Creative

- ▶ Introducing yourself
- ▶ Describing your work, experience, interests, aspirations
- ▶ Avoid jargon
- ▶ Various lengths
- ▶ Short anecdotes

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## Give and take

- ▶ What can you offer?
  - ▶ Skills and knowledge
  - ▶ Energy and ideas
  - ▶ Access to your network
- ▶ What you can ask for?
  - ▶ Advice
  - ▶ Introductions
  - ▶ Opinions

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## Ask interesting questions

- ▶ Almost everyone likes talking about themselves
- ▶ Find connections
- ▶ Listen to the responses!

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## Listen

- ▶ To introductions
- ▶ To responses to your questions
- ▶ To responses to other people's questions
- ▶ Make notes as soon as you can

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## Follow up and through

- ▶ Follow through
  - ▶ Send them a link or reference
  - ▶ Introduce them to someone
  - ▶ Set up another meeting
- ▶ Follow up
  - ▶ Thank you email or note
  - ▶ LinkedIn invitation or Tweet

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## Practice

- ▶ Networking is a set of skills
- ▶ The more you do it, the better you get

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## Tips for Effective Networking

- ▶ Be yourself
- ▶ Be creative
- ▶ Give and take
- ▶ Ask interesting questions
- ▶ Listen
- ▶ Follow up and follow through
- ▶ Practice!

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## Online vs. In-person

### Similar

- ▶ Creativity
- ▶ Anecdotes important
- ▶ Brevity important
- ▶ Introductions possible

### Different

- ▶ Harder to judge authenticity
- ▶ Provide more info as option
- ▶ Can be asynchronous

## Networking for international education

- ▶ Ask questions and share ideas
- ▶ Attend events
- ▶ Propose sessions
- ▶ Volunteer or intern
- ▶ Reach out

## Take-aways

- ▶ Choose two things to try out today
- ▶ Choose two things to work on by the end of the week
- ▶ Choose two additional things to work on by the end of the semester
- ▶ Practice, practice, practice!

## Resources

- ▶ Handout
- ▶ Career Center
- ▶ Contacts Count - email, books, training
- ▶ *The Jordan Harbinger Show* podcast
- ▶ *Inside Study Abroad* podcast
- ▶ *Lessons From Abroad* website

# Happy Networking!

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