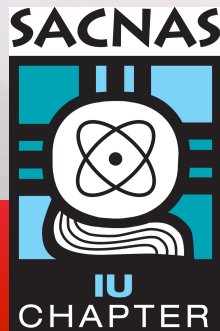




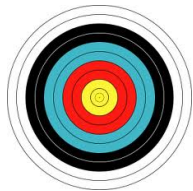
Networking for Personal and Professional Development: The role for professional societies

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OUR OBJECTIVE



WHY we network



HOW we network

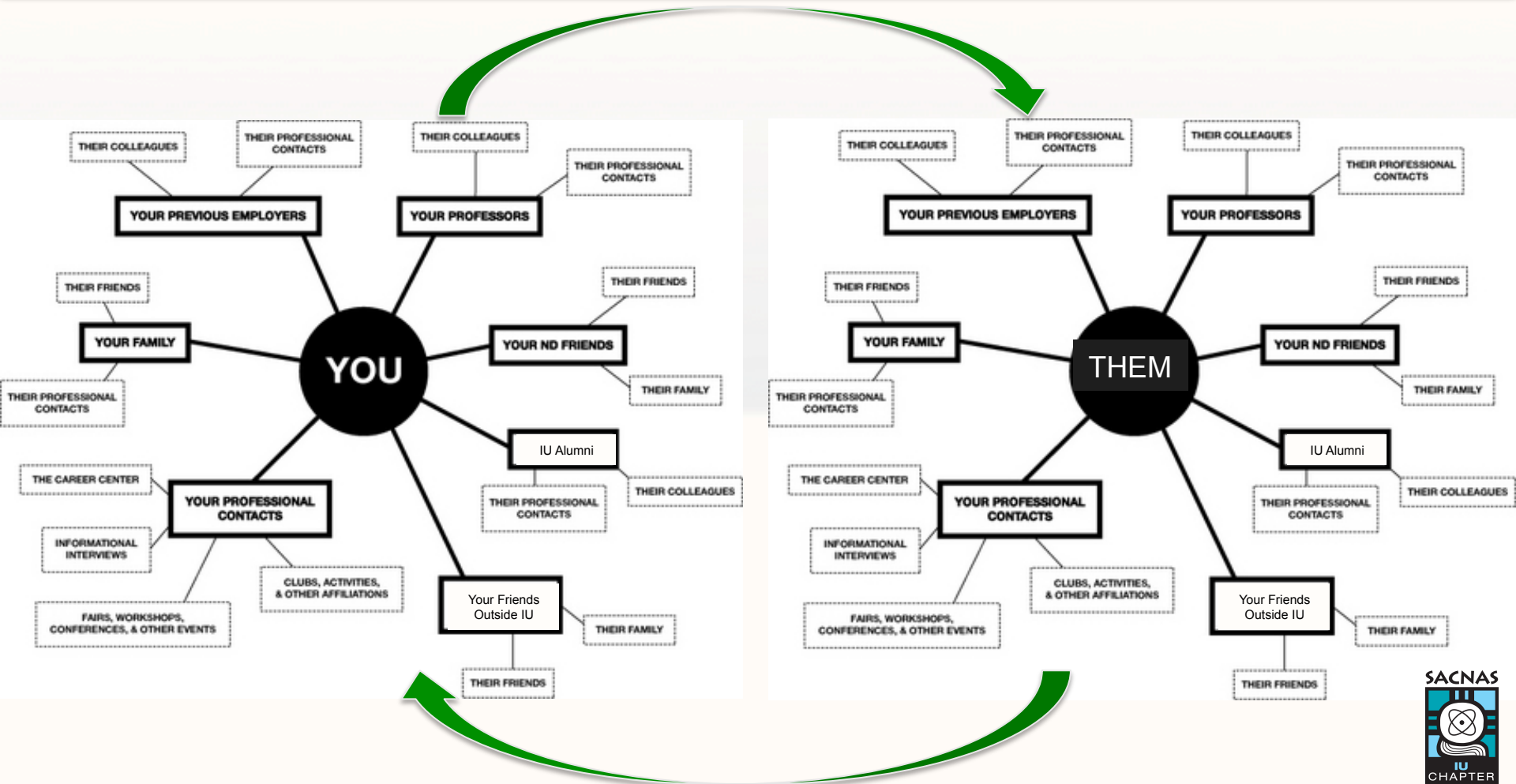


WHEN and WHERE we network



WHY?!?!

Networking



Challenges



FEAR?

DISCOMFORT?

UNEASINESS?



How do we overcome these?

THE ANSWER IS:



- STRATEGY

- Be Prepared (know your expectations and know yourself, have a **STORY**)
- Targeted (have a purpose, a short and long term **OBJECTIVE**)
- Be Professional (**NEVER ask for a job**, ask for opinions, ask for advise, ask for referrals)
- Follow-up. Networking is an ongoing process!

NATURE OF INTERACTION



- Initial interaction
- Develop common grounds
- Closing
- Follow-up

NATURE OF INTERACTION



Interactions have four main components

1. Initial interaction

- In roughly 30 seconds tell them who you are and what you want (your **STORY**)
- Look for common ground (ask general questions)

2. Develop those common grounds/story

- Find out how you can help them and how they can help you (**OBJECTIVE**).
- Build trust

STORY



- A protagonist the listener cares about
- A catalyst compelling the protagonist to take action
- Trials and tribulations
- A turning point
- A resolution

Aristotle circa 250 BC

WHAT'S YOUR STORY?

Tell us about
yourself



NATURE OF INTERACTION



3. Closing

- Ask to keep in touch (have a reason to)
- Ask for referrals (have a reason to)
- **THANK THEM FOR THEIR TIME, PLEASE!**

5. Follow-up

- **Critical!**
- Email, hand-written note thanking them and following up with something you talked about or a referral.

Follow-up keys to success



- Mention the meeting and the conversation.
- Refer to something specific that came up in the conversation, especially a mutual interest.
- Suggest a way to continue the conversation.
- Attach an article or include a link that will please the other person (not a hard-selling piece).
- Mention a next step you will take.

Social Media



- Same rules apply.
- Different media have different purposes and should be used accordingly



Mission is to give people the power to share and make the world more open and connected.

More geared towards personal networking.

Watch out for contents!

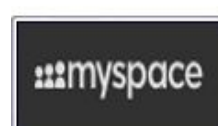


Mission is simple: to connect the world's professionals to make them more productive and successful. You get access to people, jobs, updates and insights that help you to be great at what you do

<http://mashable.com/2014/01/18/linkedin-etiquette/>

Social Networking Sites

allows users to create public profiles within that website to form relationships with others



Social Media



Use social media as another tool.

"Strongest bonds are still based on relationships established offline, in the physical world"

Some more tidbits



Golden rule in networking is to give more than you get

To be a savvy networker, you need to genuinely enjoy learning about the people you interact with. Your goal is to build two-way relationships with people you want to be part of your circle

Some more tidbits



Do's and Don'ts

- Don't spam networks
- Don't network randomly
- Don't ask for help before building trust
- Don't just ask for a job
- Don't ask for help that people aren't able to give

<http://www.theladders.com/career-advice/7-alumni-networking-donts>

When

Personal development



- Personal development
 - Reconnect with personal networks
 - Join groups
 - Volunteer
- Professional societies
 - Academic organizations
 - Non-governmental organizations

Professional organizations



- SACNAS
- NOBCCChE
- American Chemical Society
- American Physics Society
- American Society for Cell Biology (ASCB)
- American Mathematical Society
- American Sociological Society
- American Psychological Association

Benefits



- Networking
- Meet role-models, potential mentors as well as peers
- Funding, scholarships, internships, job opportunities
- Research presentations
- Support groups (how to deal with obstacles)
- Resume building (running for office)

10 Tips for being the best you can be

1. Know what you want
2. Engage with your intention
3. Practice your passion
4. Raise your energy
5. Gather positive people around you
6. Get rid of what is unnecessary
7. Organize yourself for success
8. Set no time limits
9. Believe in yourself – believe in your vision
10. Treasure yourself

Practice



THANK YOU!