Networking for Graduate Students

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What is Networking?

The action or process of interacting with others to exchange information and develop professional or social contacts.
Why is Networking Important?

• 70-80% of jobs are not posted online
• Job search - 46% said networking
  ○ 25% said job boards
• Expand your knowledge
• Share professional aspirations
• Can help you start your own business
Expectations for Communication

Formalities
Personal space
Personal hygiene
When to join a conversation
Proper Handshake
Tips for Networking at Conferences

1. Have clear goals/objectives
2. Go prepared
3. Send an email or LinkedIn message prior to event
4. Be approachable
5. Don’t be a “fan-girl/guy”
6. Get on lists for conference dinners, meet-ups, socials, etc.
7. Map out your schedule
8. Check nametags
9. Don’t forget to pack the essentials
10. Bring business cards/contact info
11. Follow up after the conference
12. Develop your elevator pitch
13. Introduce people to each other
Sample Conference Conversation Starters

• Which school/company are you from?
• How long have you been at that company/school?
• Where were you before (blank) company/school?
• What interested you in this conference?
• What are you hoping to get out of this conference?
• What sessions/speakers are you planning to go to?
• What have been your favorite parts of the conference so far?
• I am trying to improve (blank). What are you doing? Any tips?
Networking for Introverts

• Plan ahead
• Conference buddy
• Smile
• Challenge yourself
• Be present
• Stop “networking”; start connecting
• You have something to bring to the table
Conversation Starters for Introverts

- Wow, these networking events can be so crazy. Mind if I join you over here where it’s a little quieter?

- Compliment people on clothes or accessories.

- To be honest, this type of event is pretty overwhelming for me, but I have heard some very interesting information.
Additional Conversation Starters

- What brought you here today?
- So, what do you do?
- How did you hear about this event?
- What a beautiful venue. Have you been here before?
- This salad is great. Have you tried it?
- The weather
- The location
Personal Intro/Pitch

Tell us about your experiences
Questions?