

Networking

Tips and Practice

PILAS@SLAS 20/04/2012

Workshop&Lunch

- ◉ Informal workshop
 - > No comprehensive coverage
- ◉ Idea&aim
 - > Share experiences
 - > Give advice
 - > Strengthen Pilas Network
 - > We are no experts!
 - Many ideas borrowed from workshops we attended

What is Networking?

- ◉ How would you define it?
 - > Networking is the art of building reciprocal relationships that help individuals and the community as a whole to achieve their goals
 - Brilliant Networking, Steven D'Souza

Reasons to develop your network

- ◉ Your reasons ?
- ◉ Meet new people!
- ◉ Learn useful info, like job vacancies
- ◉ Learn about jobs and careers
- ◉ Solve common problems
- ◉ Reach goals faster
- ◉ Share experience
- ◉ You are shy? Give yourself a role!
 - > It will also strengthen your CV!
 - For instance... run for Pilas Presidency!

Identify your contacts

- ◉ Blogs
- ◉ Forums
- ◉ Email lists
- ◉ Professional association websites
- ◉ LinkedIn.com
- ◉ Academia.edu
- ◉ Facebook

Approaching interesting professionals & Informational visiting

- Find someone you know in common
- Be clear
 - > What exactly are you looking for?
- Be concise
- Be flexible
 - > Show that you know people are busy
- In person, phone or email?
 - > Several stages
 - > Best in person: you will see the organization, and potentially meet other people

Examples of questions

- How did you get started?
- Why did you pick this university/company?
- Whom should I contact?
 - > Don't ask for a job! Ask for advice
 - > People generally like giving advice

Events

- Careful with alcohol
- Mobile phone off
- Try not to monopolize
- Be natural
- Speak to different people and people you don't know
- Feel comfortable ending conversations
- You can assess you are vulnerable
 - › It is my first time here, I don't know anyone...

Mentoring

- ◉ Personal long term relationship
- ◉ Information, advice, good examples, access to networks...
 - > Experienced advisor
 - > Many universities offer this opportunity
 - You can start your own scheme
 - You can also be a mentor yourself

Online Resources

- ◎ www.brilliantnetworking.net
- ◎ www.vitae.ac.uk
- ◎ www.nationalpostdoc.org
- ◎ www.skillsportal.ox.ac.uk
- ◎ Alumni association in your university

Other ideas

- ◉ Organise events
- ◉ Build bridges between different institutions
- ◉ Keep your networks alive
- ◉ Get business cards
 - > Don't give them away too easily

Now let's practice!

- Talk to someone you don't know!
- (And many thanks for coming!)