NETWORKING FOR CAREER SUCCESS

Finding Your Dream Job

Career Opportunities & Employer Relations (COER)
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Humans are Social Creatures
People influence one another
Networking is just another form of social connecting
IT’S ABOUT MAKING
Networking isn’t just Schmoozing!
What about formal Networking Events?
Networking Do’s

• Pre-plan your self-introduction
• Dress appropriately for the event
• Separate yourself from people you know
• Concentrate on meeting people one at a time
• Smile and look the other person in the eyes
• Be upbeat and positive
• Ask questions, don’t just talk about yourself
• Actively listen, think about what the other person is saying and respond appropriately
• Introduce people to one another
• Have fun and involve others
Networking Don’ts

- Don’t smoke
- Don’t drink too much alcohol
- Don’t camp out at the food table
- Don’t eat, drink or talk at the same time
- Don’t talk loudly
- Don’t complain about anything
- Don’t let your eyes roam the room while talking to someone else
- Don’t finish someone else’s sentence or correct them
- Don’t flaunt your vocabulary
- Don’t argue with anyone
Networking Activity
I’ve got all these great contacts......

Now what?
Your Next Steps:

1. Send an email to introduce yourself
2. Explain who you are and what you hope to learn
3. Ask for a time to meet or talk on the phone
4. Research the organization before meeting the person
5. Make a list of questions to ask
6. Treat professionals with respect
7. Arrive 10-15 minutes early
8. Follow up with a thank you note
9. Create positive relationships and nurture them
10. If you don’t have a positive connection, move on
Networking is an Investment in your future!
COER Team

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Thank You!

Q & A

Distribute Workshop Evaluation & Handout

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