NETWORKING FOR CAREER SUCCESS

Career Opportunities & Employer Relations (COER)
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Humans are Social Creatures
Networking is just another form of social connecting
Networking isn’t just schmoozing!
Identifying Your Natural Networking Style

- Everyone has their own natural style of networking
- Your networking style is learned through experiences
- Being able to identify and understand networking styles will enhance your ability to connect with others
What’s your networking style?
Scoring Your Quiz

> Count how many answers you circled that are A’s, B’s, C’s, D’s and write that number in the spaces on your handout

> The style with the greatest number of answers is your natural networking style:

   A. Competitive
   B. Outgoing
   C. Amiable
   D. Analytical
Competitive Networkers

> **STRENGTHS:**
  - Creative, confident, and action-oriented
  - Outspoken and direct communicators
  - Motivated by fast and measurable results
  - Focus on big ideas, big goals, and big bucks

> **WEAKNESSES:**
  - Can appear blunt, unemotional, and arrogant
  - Aggressive nature can intimidate and offend others
  - Can become loud, angry, and argumentative if challenged
Outgoing Networkers

> **STRENGTHS:**
  - Friendly and easy to talk to
  - Persuasive, yet not too pushy
  - Eager to help others
  - Focus on concepts, ideas, and gut-feelings

> **WEAKNESSES:**
  - Often spend too much time socializing
  - May hog the conversation and turn-off less talkative networkers
  - Lack of focus can lead to mistakes
Amiable Networkers

> STRENGTHS:
- Accommodating team players
- Friendly, yet slightly reserved
- Loyal and enthusiastic advocates
- Focus on the needs of others more than their own

> WEAKNESSES:
- Often shy or passive in new networking situations
- Intimidated by more talkative or aggressive networkers
- Clam up when criticized
Analytical Networkers

> **STRENGTHS:**
  - Deliberate and careful speakers
  - Factual listeners who value accuracy and logic
  - Articulate, knowledgeable, willing to share expertise
  - Focus on providing accurate information and correct answers

> **WEAKNESSES:**
  - Focus too much on detail and overlook implied meanings
  - Listen only for flaws and what can go wrong
  - Tendency to be argumentative and a know-it-all
IT’S ABOUT MAKING CONNECTIONS
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?
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!
Student Services

- Resume Reviews
- InterviewStream
- Professional Development Seminars
- Career Fair
- GoinGlobal
- Etiquette Dinner
- Destination Survey
- StrengthsQuest

- Practice Interviews
- Individual Advising Sessions
- Employer Sponsored Events
- MinerJobs
- Free Suit Closet
- Co-op / Internship / Externship
- Alumni Services
- LinkedIn Reviews
FRESHMAN
- ATTEND New MinerJobs Users Orientation
- REGISTER in MinerJobs and GoInGlobal
- CREATE a resume and have it reviewed
- CREATE a LinkedIn profile and have your profile picture taken
- CHECK-OUT career.mst.edu
- ATTEND a COER workshop
- START a “Career Development File”
- LEARN about different career paths
- VOLUNTEER or JOIN a design team/student organization
- BUY a suit or VISIT the COER Suit Closet
- WRITE a Power Introduction
- NETWORK at employer information sessions and career fairs

SOPHOMORE
- UPDATE your resume and have it reviewed
- UPDATE your LinkedIn profile and photo
- RE-REGISTER for GoInGlobal and update your MinerJobs profile
- JOIN campus organizations
- CONSIDER co-op, internship, externship & study abroad opportunities
- ATTEND COER workshops
- SCHEDULE a practice interview
- TAKE Strengths Quest assessment
- START building your online brand
- RESEARCH companies you are interested in
- ATTEND BOTH career fairs
- DEVELOP relationships with faculty and employers
- BEGIN a reference page
- OTHER: ____________________

PROFESSIONAL DEVELOPMENT PLAN

JUNIOR
- BECOME a leader in an organization
- UPDATE your resume and have it reviewed
- UPDATE your LinkedIn profile and photo
- RE-REGISTER for GoInGlobal and update your MinerJobs profile
- SECURE a co-op or internship
- ATTEND COER workshops
- SCHEDULE a practice interview
- ATTEND BOTH career fairs and continue networking
- WRITE a cover letter
- INVESTIGATE Graduate School
- MAINTAIN your online brand
- COMMUNICATE with your references about your job search
- OTHER: ____________________

SENIOR
- ADAPT your resume to each job you apply for
- UPDATE your LinkedIn profile and photo
- RE-REGISTER for GoInGlobal and update your MinerJobs profile
- PURCHASE a business suit
- ATTEND the COER Etiquette Dinner
- RESEARCH average starting salaries for your major
- ATTEND BOTH career fairs and continue networking
- TAKE graduate school entrance exams
- EVALUATE job offers; seek assistance from COER Career Advisor if needed
- REPORT your post-graduation plans to COER
- OTHER: ____________________

Students who follow our Professional Development Plan on average earn 4% higher starting salaries!
COER Calendar of Events

CAREER OPPORTUNITIES & EMPLOYER RELATIONS

Missouri S&T

Fall 2016 Calendar of Events

Third Floor, Norwood Hall | (573) 341-4343
Office Hours: 8:00 a.m.–5:30 p.m.

@HireMissouri
Career Opportunities & Employer Relations
Thank you!

Q & A

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