NETWORKING FOR EARLY CAREER INVESTIGATORS:

Tips from a Recovering Neuro-physiologist

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Career Development Series

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Tips from a Recovering
Neuro-physiologist

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BioCareers Columnist
Active STEM Mentor

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Goals & Objective

By the end of this event, you will:

- ✓ Gain practical and helpful networking tips
- ✓ Make connections with peers and senior faculty
- ✓ Have the confidence you need to approach any networking opportunity
- ✓ Have new connections that may boost your career in research and translational science

Learning Objectives

1. Learn what it means to network
2. Learn how to find opportunities to expand your network
3. Learn how to interact with colleagues at a networking (or other) event

Why network? And when should you start?

To Build Relationships
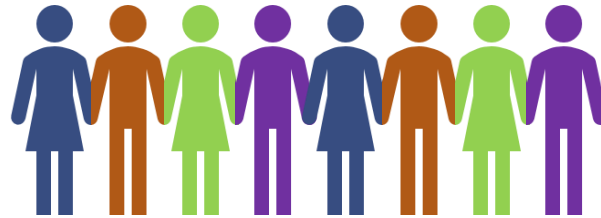
You've already started. But you need to be an <u>active member</u> of your network.
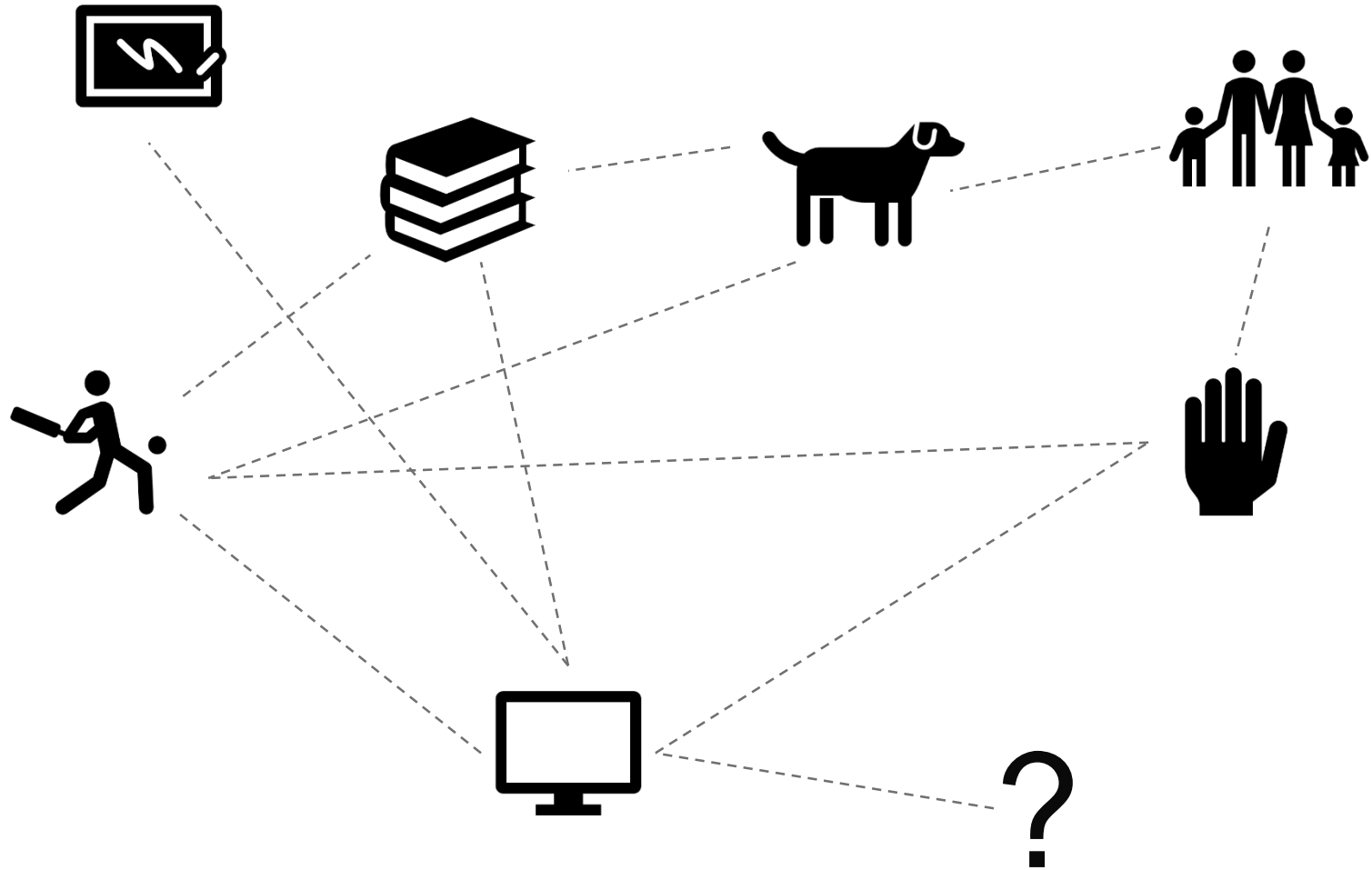
Who is in your network?

Who is in your network?

Who *else* is in your network?

Some Basics: Etiquette

The Basics: Introduce Yourself

SMILE!

Journal
The Journal of Social Psychology ›
Volume 117, 1982 - Issue 1

Original Articles

The Effect of Smiling on Person Perception

Sing Lau
Pages 63-67 | Received 26 May 1981, Published online: 01 Jul 2010

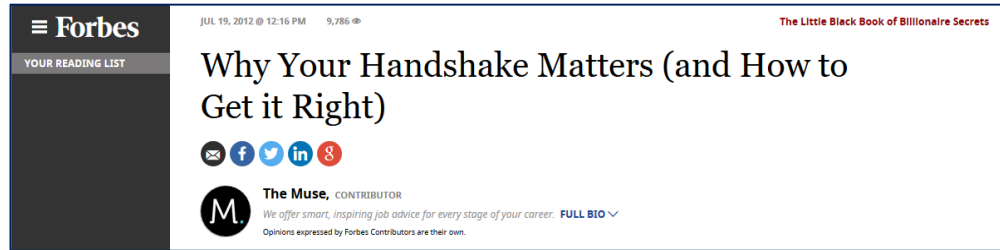**❝** Download citation ☑ http://dx.doi.org/10.1080/00224545.1982.9713408

"A smiling person was perceived to be more intelligent and could create in the perceiver a warm feeling more so than a nonsmiling person."

Psychological Reports: Mental & Physical Health
2015, 117, 1, 188-205. © Psychological Reports 2015

EXAMINING THE EFFECT OF SMILE INTENSITY
ON AGE PERCEPTIONS[1]

"Maximal smiles reduced age estimations."

The Basics: Introduce Yourself

There's a right way to shake someone's hand.

- Stand up, and know when to initiate a handshake.

- Introduce yourself.

- The handshake should be firm, but not crushing & should last 2-5 seconds.

A Man's Weak Grip	**Anxious & Shy**
A Man's Firm Grip	**Extraverted & Self-Assured**
A Woman's Weak Grip	**Introverted & Insecure**
A Woman's Firm Grip	**Confident & Assured**

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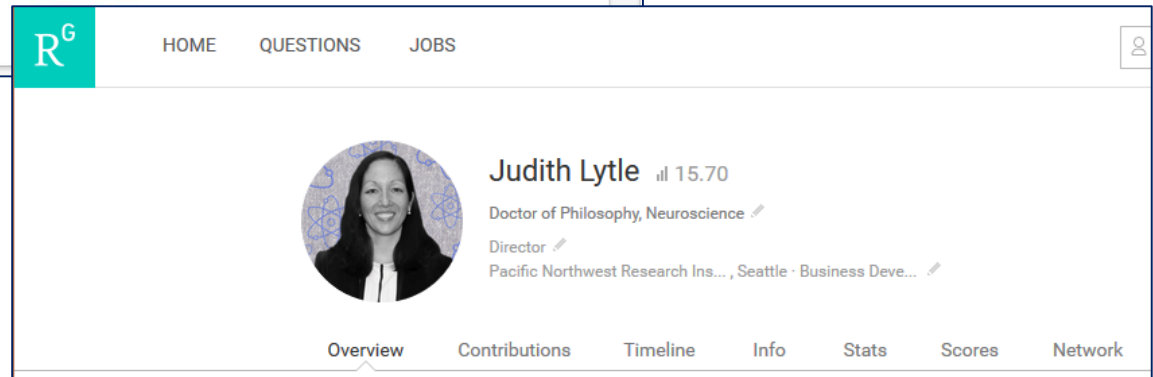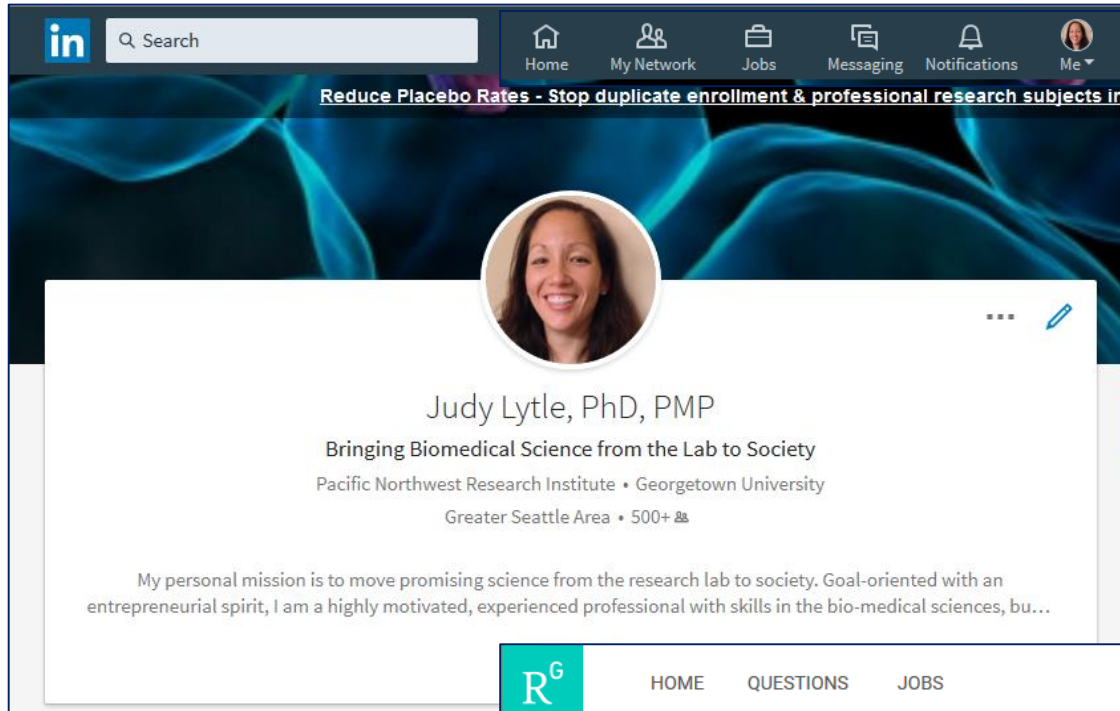# How will your new connection find you?

The Basics: How will they find you?

Do you have a business card?

The Basics: How will they find you?

Do you have a LinkedIn Profile? Or are you on ResearchGate?

It's so hard to network…

It's so hard to network…

- **Volunteer**

- **Join a Professional Society and be an active participant**

- **Make the effort to go to events off-campus**

- **Join an extramural activity**

- **Go to lunch with colleagues**

- **Do informational interviews**

- **Go to that happy hour**

- **Find a mentor**

Start saying 'yes'

IT IS NOT HARD TO NETWORK!

There's a lot out there about how to network

How To Network The Right Way: Eight Tips

Forbes

1. Start networking before you need it
2. Forget your personal agenda.
3. Never dismiss anyone as unimportant
4. Figure out how you can be useful; Connect the dots
5. Follow up and follow through

How to Network: 12 Tips for Shy People

CIO

1. Start small
2. Stop apologizing / ask for help
3. Ask a question
4. Be yourself
5. Ask for introductions
6. Be prepared
7. Follow up and follow through
8. Get over your fear of rejection

How to Network

wikiHow to do anything

1. Work with existing connections
2. Develop an elevator pitch
3. Ask for business cards and follow up
4. Find common ground
5. Work on your small talk – be the host(ess)
6. How can I help this person?
7. Follow up

IT IS NOT HARD TO NETWORK!

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Tips (& Take-Aways)

Tips

- Networking isn't about finding a job. It's about establishing relationships.

- Remembering small details about your encounter with a new colleague will be helpful when following up with your new contact – *write notes on the back of his/her business card.*

- Be open to new professional and social opportunities. Your network is something you're constantly expanding, whether you're trying to or not.

Activity #1 - Introductions

IN THE NEXT THREE MINUTES, SHAKE HANDS WITH AS MANY PEOPLE AS YOU CAN

► Use what you've learned today.

► Give him/her your card, if you have them with you.

► Here's the catch: No two introductions can be the same.

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Activity #2 – Small talk

FIND A PARTNER – SOMEONE YOU DON'T KNOW

► Use what you've learned today.

► You have 5 minutes – learn something new about your partner.

► You and your partner should next find another pair, and become a foursome.

► You will introduce your partner, and your partner will introduce you.

► Now pick a different member of your foursome, leave your group, and make a new foursome.

► Now, tell your foursome something about your present life, and something you're aspiring to, either professionally or personally.

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"Networking is more about 'farming' than it is about 'hunting.' It's about cultivating relationships.."

- Dr. Ivan Misner, BNI

Dr. Ivan Misner is the Founder and Chief Visionary Officer of BNI and is also an author, a humanitarian and expert in the field of business networking. Named "One of the Top Networkers to Follow" by Forbes Magazine.

Thank You

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Dr.Judy.Lytle

Questions?

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