

Networking Strategies

Professional Strategies:



Sample Questions to ask:

- ? *What is your company's hiring process?*
- ? *What would an entry-level position at your company be like?*
- ? *How did you get started in your field?*
- ? *What is the employment future of your field?*
- ? *What do you like most/least about your job?*
- ? *If you had to do it over, what would you change?*

In Person

- Always be dressed appropriately.
- Introduce yourself with a firm handshake.
- Review and practice your elevator speech.
- Have your own business cards with you at all times.
- Ask for his/her business card.
- Ask thoughtful, open-ended questions.
 - Listen carefully to responses.
- Pay attention to body language.
 - This can help you determine if a person is engaged in the conversation or not.

Online

- Keep your personal and professional accounts separate; do not upload inappropriate content to either.
- Maintain a complete, updated LinkedIn account.
- Be active – comment, ask questions, and follow companies.
- Follow up shortly after your connection.

Let your personality guide your networking, and use your strengths.

Extroverts enjoy meeting new people and like to talk. **Introverts** prefer to spend time one-on-one or in smaller groups.

- Chat up strangers and consider anyone a potential contact.
- Pursue several interests and activities, so can pull from a broad network of diverse interests.
- Extroverts tend to get energized from being surrounded by others, engaging in numerous conferences and networking opportunities will work well.
- Be selective in whom you'd like to meet.
- Focus on preparing questions to ask, information you feel comfortable sharing, and listen carefully to others.
- You may not enjoy small talk, but it's safe to ask others why they're attending a particular event or speech.
- Reserve some time during conferences to debrief; you don't need to attend every event.



- You are constantly networking in your everyday life.
- Student events are a great way to begin practicing your networking skills.
 - Check with the Portfolio Office for upcoming events.
- Be sure to make a good impression and maintain a relationship with people in your professional field.



Student-Centered Professional Development