Gilman Alumni Workshop

Networking:
Build something that will last

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YOU ARE MORE THAN AWESOME
YOU'RE AMAZING
I ❤ MY GRANDMA
Networking:
Show of hands:

Who loves networking?!?

A. Me, me, me!!
B. Are you kidding?
C. I know I have to but . . .
D. I enjoy the opportunity to professionally connect with like-minded colleagues and leverage our synergy to unpack all the granular and blue sky options.
What percentage of critical jobs are found through networking/referrals?

85%

THE ROBOTS ARE COMING

50% 20 years
Networking as we know it
Four degrees of Beyoncé:
What do you think Beyoncé has done for me lately?
Will you be my mentor?
Two types of networks:

Instrumental/task related
• People working for similar/related goals
• May have similar experience but little else in common
• Weak ties to be strengthened

Personal/Expressive
• Reliant more on proximity and experience
• Based on personal affinity
• Strong tie to be leveraged

Find your allies:

Instrumental/goal

Allies

Personal/expressive
Be yourself; everyone else is already taken.

Oscar Wilde
Communicate your strengths:

BLAH
Find your allies:

• Share your passion projects
• Think about what are your connected interests
• Keep up to date
• Join groups that have similar interests
• Set up a space (IRL or online) to keep those bonds strong
Pro tips:

• Practice your handshake
• Make eye contact
• Ask a relevant question
• Respond with a relevant answer
• Have a graceful exit strategy
Find your allies:

• Ask questions
• Try new things
• Explore
• Be engaged and authentic
• Be brave
Relationships are not bottomless wells
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The Relationship Bank
YOUR CAREER
The stuff you're good at

YOUR CAREER
Career Planning:

Your Career

- The stuff you're good at
- The stuff you enjoy doing
Career Planning:

**YOUR CAREER**

- The stuff you're good at
- The stuff you enjoy doing
- The stuff people will pay for
Questions?
Questions?
Practice
Thanks!

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