



Networking & the Modern Engineer

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Discussion agenda

- Explore different approaches to networking to discover together what works in various situations.
 - Purpose of networking – What?
 - Reasons for networking – Why? To whom?
 - Methods of networking – How? When? Where?

What is networking?

- How would you define it?



Reasons for networking

- Why do we do it?
- What is accomplished?



Identifying the connection

- What types of people should we seek?
- How do we know who to seek out?
- How do we make contact?



Source: comerecommended.com

Considerations

- How does networking differ depending on who talking to and what you are seeking?
- What do you hope to achieve?
- What are appropriate times/places?



Making the connection

- What are some successful approaches?
 - Introduction by mutual contact?
 - Or on your own?
 - In-person?
 - Does venue matter?
 - By phone?
 - By email?



Source: onlinecareertips.com

The Message

- How do you initiate a conversation?
- What to say about yourself?
- How much is “too much”?
 - Not talk too long
 - Not ask for too much
 - Leaving a good impression



Source: clker.com

Network with your fellows

- Groups of 2
- Both people will have a turn networking to the other person
- Imagine you are meeting for the first time the person who could give you access to your dream _____.
- Provide each other constructive feedback
 - What did you expect to hear?
 - What more would you like to know about the other person?
 - What made a memorable impact?
- Come back and discuss with the group
 - What worked well
 - What didn't work as well



Maintaining the connection

- How should you follow up?
- How soon should you follow up?
- How frequently should you make contact after the initial connection(s)?





Thanks

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