NETWORKING = SOCIALIZATION WITH PURPOSE

Purpose of the Event
Essential People to Meet = Network Essential
First Impressions
Introductions with Purpose
Listening with Purpose
NETWORKING RESEARCH

Purpose
• Honoring You
• Honoring Others Supporting You
• Honoring Others
• Celebrating an Institutional Event

People to Meet
• People Who Supported You
• People to Network You
• Institutional Leaders: President, Provost, CEO
• Legislative Advocates: Representatives, Senators
• Dignitaries: Mayors, Governors, Ambassadors
ADVANCE PREPARATION – FOR YOU

Know Key People to Meet
Know Their Names & How to Say Them
Prepare a Verbal Thank You
• Impact on Life
• Impact on Research
Prepare 1-3 Sentence Research Summary
Prepare 1-2 Sentence Career Goal
ADVANCE PREPARATION – ABOUT THEM

Questions about Careers
• Careers vs. College
• Careers vs. Personal

Questions about the Award
• Motivation
• Institutional Connection

Questions about Mentors
1ST IMPRESSION A = BREAKING IN POSITIVELY

Work the Room
• Arrive on Time
• Receiving Line?
• Assess, Scan, Begin

Start with Key Guests
• Introduce Yourself
• Say Their Name: “Nice to see/meet you Vice President Potvin, I am…..”

Look for the ‘Lull’
• People Looking Up/Away from Existing Group
• Make Eye Contact or Offer a Hand Shake
• Have Opening Line Ready....”Hello, I’m Alan Dyer, Chair of the Graduate Council...
1\textsuperscript{st} IMPRESSION B = SOCIAL ASSETS

Attire
- Always Standard Business Attire
- Conservative
- Socks

Business Cards
- Cards as Commerce

Eating

Drinking
- Business Rule: “One or None”
INTRODUCTION GUIDELINES

Equal Rank
• Men to Women: Dean Reed Humphrey meet Dean Nicol Rae

Different Rank
• Lower to Higher: PHD Candidate Jennifer Clark meet President Cruzado

Honorees
• Honoree to Dignitary: 2016 Saint Junipero Serra meet Pope Francis
CONVERSATIONAL STRATEGIES

Non-verbal Cues: Eye Contact/Gestures
• Use to Enter
• Use to invite others to the Group
• Use to Keep Conversation Going

Listening
• Connect Your Experience to Their Story
• Connect a Success to Their Story

Exiting
• Key 1: Thanks for sharing
• Key 2: Want to be sure others have opportunities to meet them
• Key 3: Business card, look forward to the next opportunity
GRADUATE STUDENT COUNCIL

Introduction & Recognition of Dignitaries
Introduction & Recognition of Important Guests
Introduction & Recognition of Award Recipients
• Gifts
• Pictures
Thanks to Committee Members
Thanks to Others Deserving
POST EVENT FOLLOW UP

Email or Informal Note
Formal Note
Identification of Next Meeting
Invitation to Stay Connected
Formal Request to Visit
NETWORKING WHILE BEING HONORED

SCENARIO 1

Funded Award
Meet & Thank Funder
Meet Dignitary with Connections in your Field

GOALS
Connect with Dignitary
Converse with Funder
Who can guide you?
Barriers
Distinguish Yourself from Others
NETWORKING WITHOUT DIRECTION

SCENARIO 2

Honoring Legacy Alumni
Current Students as Ambassadors
Key Honoree has your Dream Job
No Directions

GOALS

Meeting Strategies
Creating a Bond
Follow-up
Outcomes
LEGISLATIVE ADVOCACY

SCENARIO 3

State Capitol Day
Your Research key to State Priorities
Legislator hold Influence & Access to Resources

GOALS
Create Relationship Consultants?
Barriers?