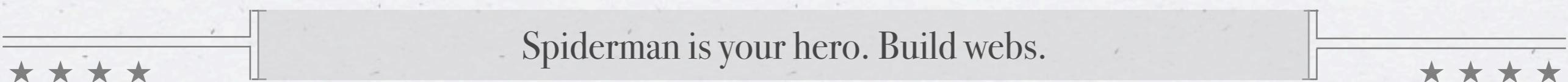

NETWORKING



Spiderman is your hero. Build webs.

Networking made simple

- * Attend
- * Smile
- * Observe
- * Talk
- * Listen
- * Follow up

Attend



- * Just go!
- * Career talks, careers fair... (15 in the past month?!)
- * (Student) TechMeetUp
- * Girl Geeks Dinners
- * Hoppers
- * Distinguished lectures

Representing you

- * You're awesome. Nice. Polite. Clever. Friendly. Approachable.
- * Smile
- * Stand straight
- * Relax
- * There's a reason they hand out drinks! Hold on to it

Observe

- * One of the best - often underestimated - learning techniques
- * What are others doing?
- * Who are interesting people for you?
- * How do they network?
- * Approach a conversation and just listen

Talk

- * Chat with everyone
- * Make sure to talk to a few key people
- * Use names
- * Smile

What do I talk about?!

- * “I’m a student” (= willing to learn)
- * Ask about their job (=shows interest, gives you insight into job)
- * Mention your interests (=key for conversation to progress)
- * By this point, you will already have gained

Listen

- * Cannot stress this enough
- * Tone? Words? Gestures? Facial expressions?
- * Do they like their job?
- * Do they inspire?
- * File personal information for future use!
- * Be interested

Key people

- * Similar interests
- * Someone you look up to
- * Do what you would like to do
- * Could help you

Follow up

- * Again, cannot stress enough
- * Email within a week or so
- * “Was lovely meeting you. Hope you are well.”
- * Depending on conversation: interesting response?
- * Revisit
- * Make contact list

LinkedIn

- * Is awesome
- * Is *not* facebook
- * *Is* useful
- * Companies do use it

“To be...”

- * Interested
- * Honest
- * Enthusiastic
- * Modest, but confident

“..or not to be.”

- * Bored
- * Rude
- * Someone who doesn't shut up
- * “Too” anything
- * Drunk

Practice

- * This all applies to real life
- * Friends, tutors, lecturers

THE INFORMAL JOB MARKET



You still need to wear that suit

What do you mean, informal?

- * No official, publicised role
- * People are always looking for the right people
- * 80% of the jobs are filled like this...

How?!

- * Build a professional relationship
- * With people in the organisation that do hiring
- * Long before they're looking for the right person for the new job

To clarify

- * You go network
- * You meet nice people
- * You stay in touch
- * And suddenly they're looking for a hire
- * And you might be the perfect candidate!

Why is this done?

- * These people might not have the right qualifications?
- * Knowledge can be taught
- * If a person ‘clicks’ with the organisation however...
- * After a while, the company gets to know you
- * Better than any other potential interview candidate
- * Makes for a more motivated employee as well

SO - GO NETWORK!
