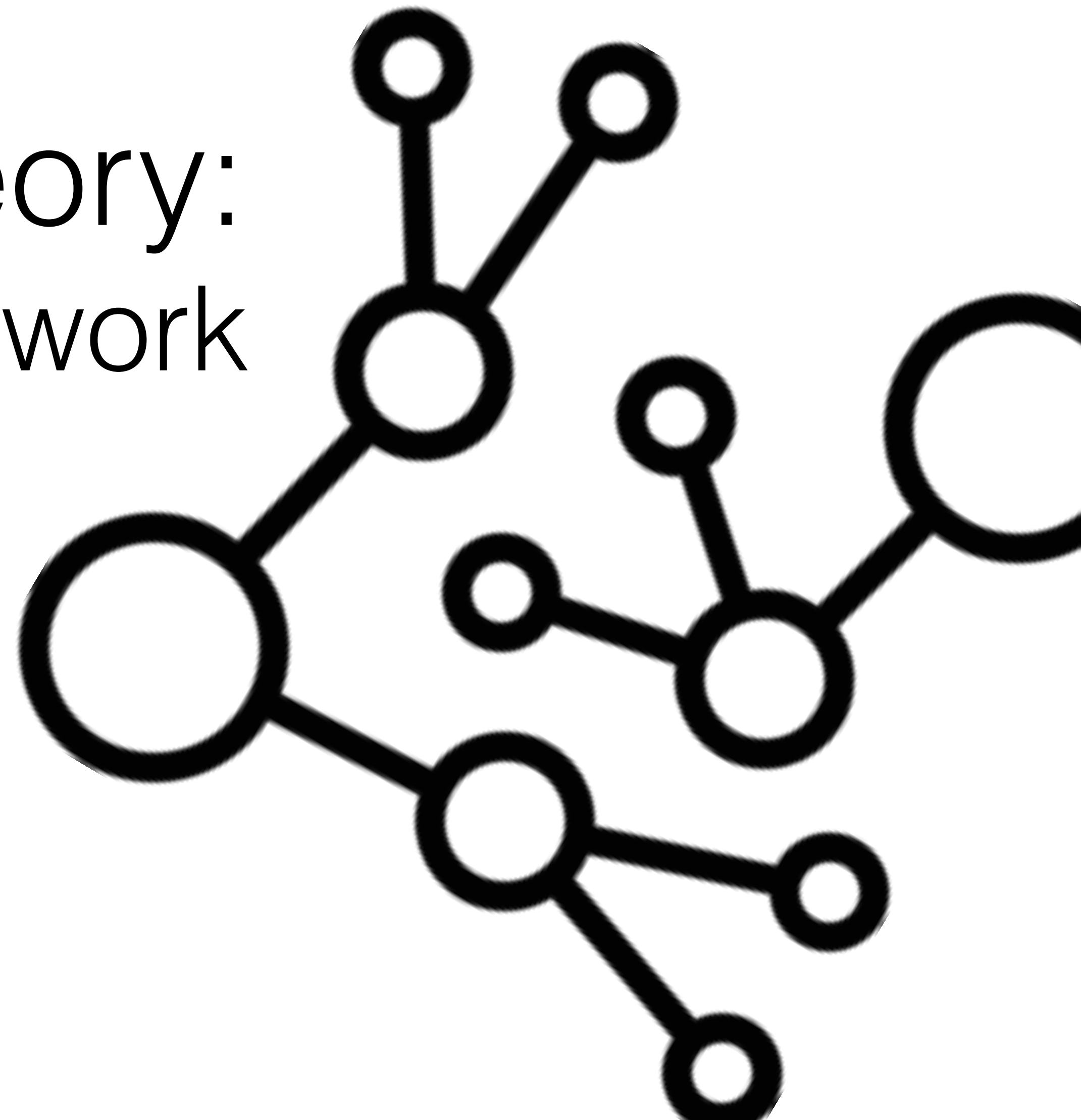# (The Other) Graph Theory: Building a Professional Network

Lucianne Walkowicz
The Adler Planetarium

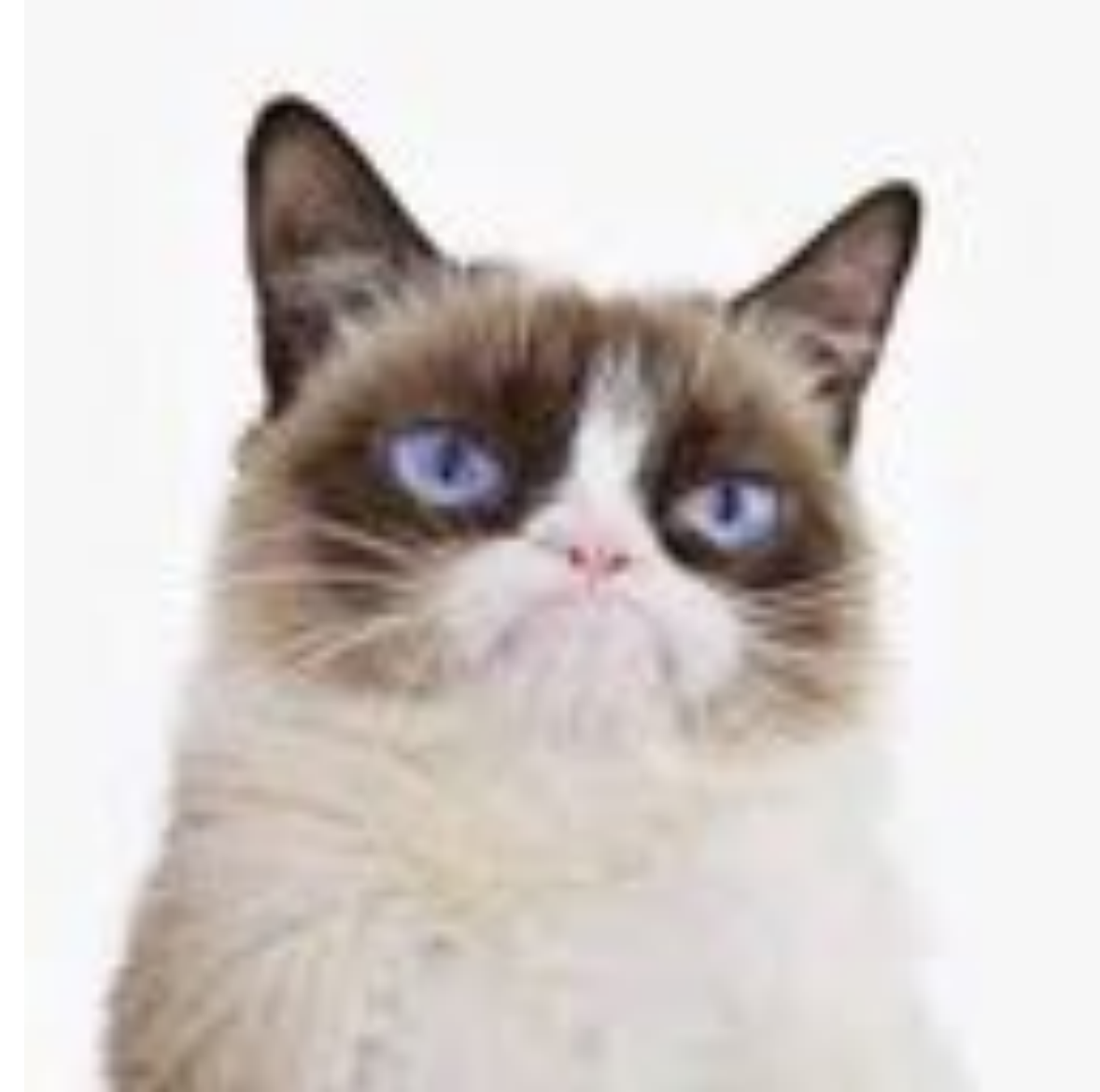# A brief introduction to networking

What is networking?

Why is networking important?

(discuss with the person next to you!)
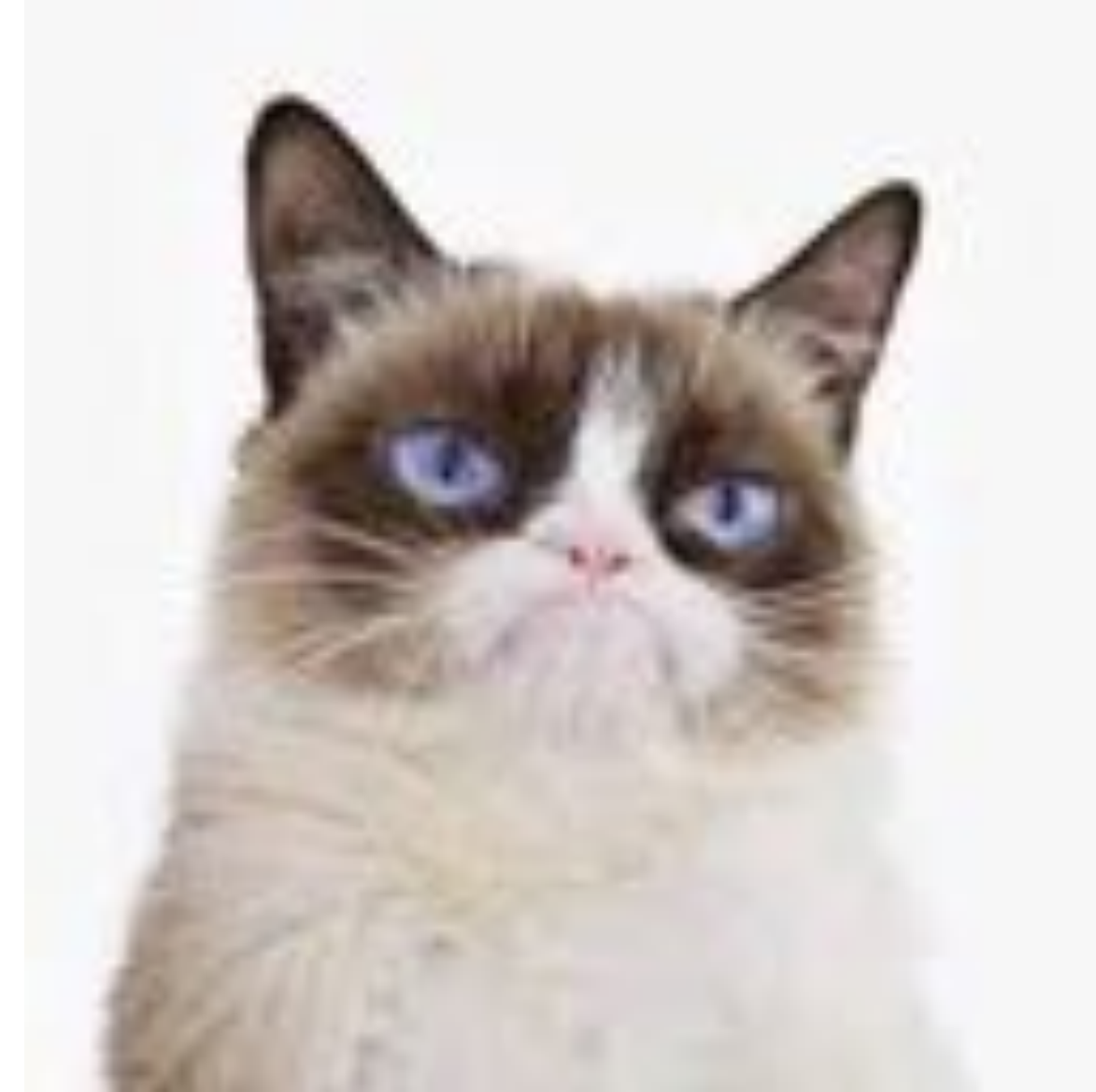
A tale of two friends

Nina

Lucianne

A tale of two friends

Nina

Lucianne

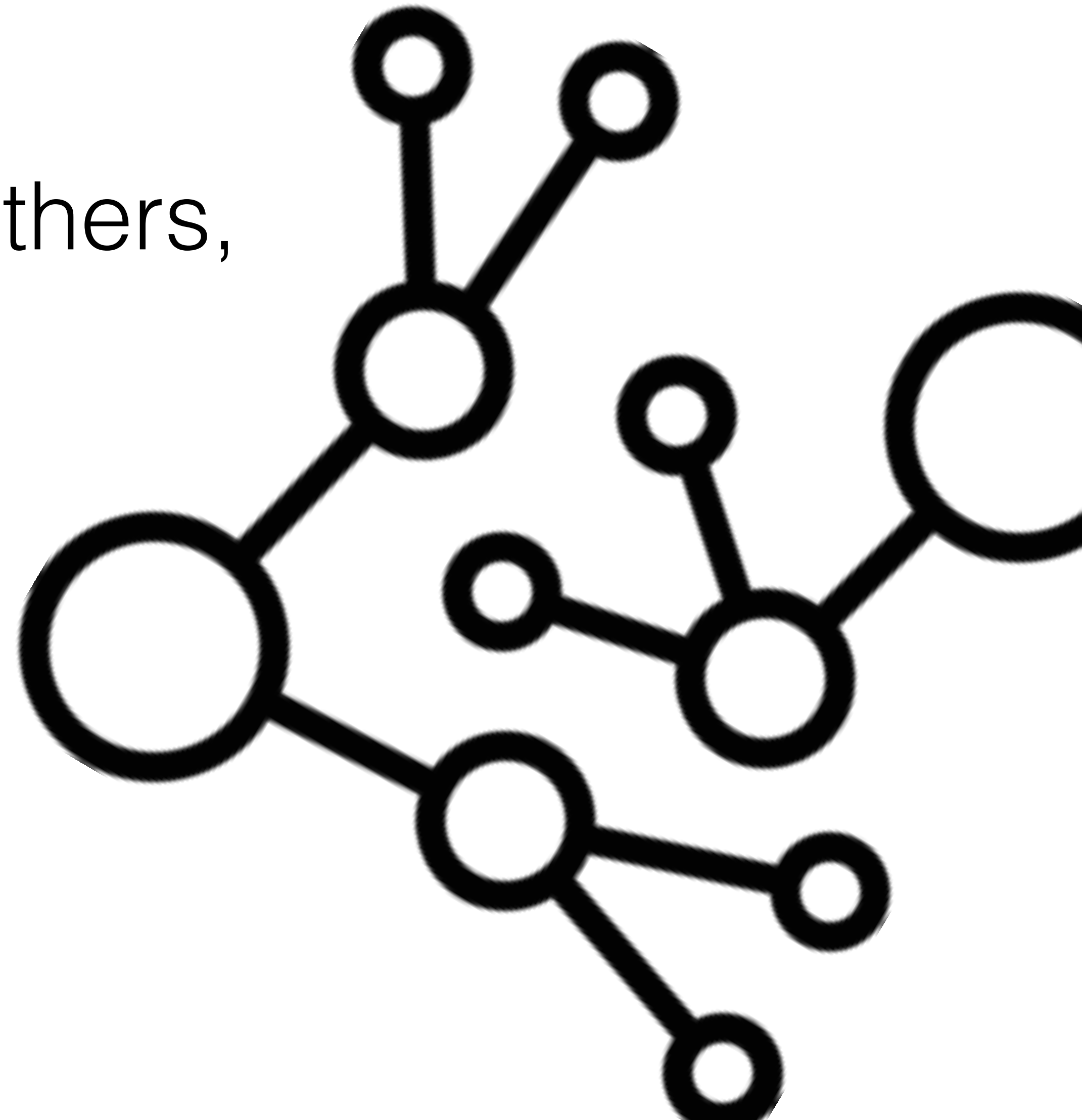A lot of networking happens by accident

It can depend on personal preference

You can be intentional about creating a network… or rather, a community

A slightly different way to think about networking:

a community built of bonds with others,
both professional and personal

building "networks" is about requesting help

people are more likely to help people
   who may help them in the future

a "network" is not a bunch of people who can give you stuff,
it's people with whom you **share** a multidirectional connection

Building collaborative community

1. THINK   2. IDENTIFY   3. ACT

Building collaborative community

1. THINK

Read Part 1: Understanding Your Needs

Building collaborative community

2. IDENTIFY

Read Part 2: Naming Your Network

Building collaborative community

2. IDENTIFY

Work on Part 2: Build Your Brain Trust

Building collaborative community

With your partner, discuss your ideas for how to either strengthen existing bonds or form new ones.

What challenges might there be?

3. ACT

Making Requests for Help

What are some of the ways you currently meet other people in astronomy?

How have you met (or how might you meet) someone who you could work for one day?

Have you written an email to a person in astronomy you don't know?

Have you written to someone and not gotten a reply?

(discuss with your partner!)

How many unread emails are in your inbox?

44% zero to 10

**14%** 10 to 100

14% a few hundred

28% more than a thousand

260 votes • Final results

*this is just **unread** emails… many people have read emails that they haven't acted on

"It often falls on the help seeker to orchestrate the many factors that play into why someone might provide help in the first place." (Hui et al, 2018)

The best recommendation for a help provider is no good if the help seeker doesn't reach out
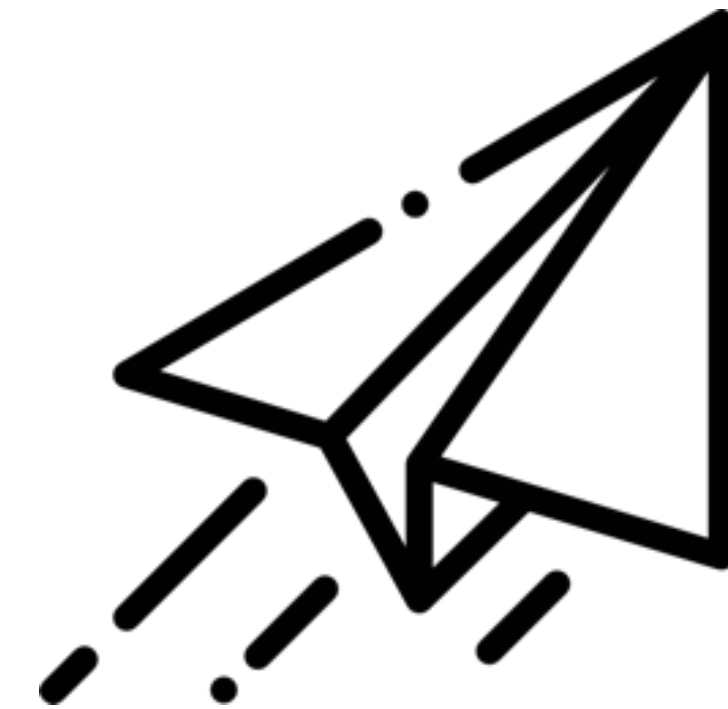
It often takes long engagement time to build help-seeking skills! Must spend long time in community, and must have the ability to observe interactions that result in help

Understand Cultural Context!

Important caveat:

I am presenting from an American point of view. Be forewarned that cultural norms about directness are different in different cultures, and you should make an effort to understand the context you are operating in!

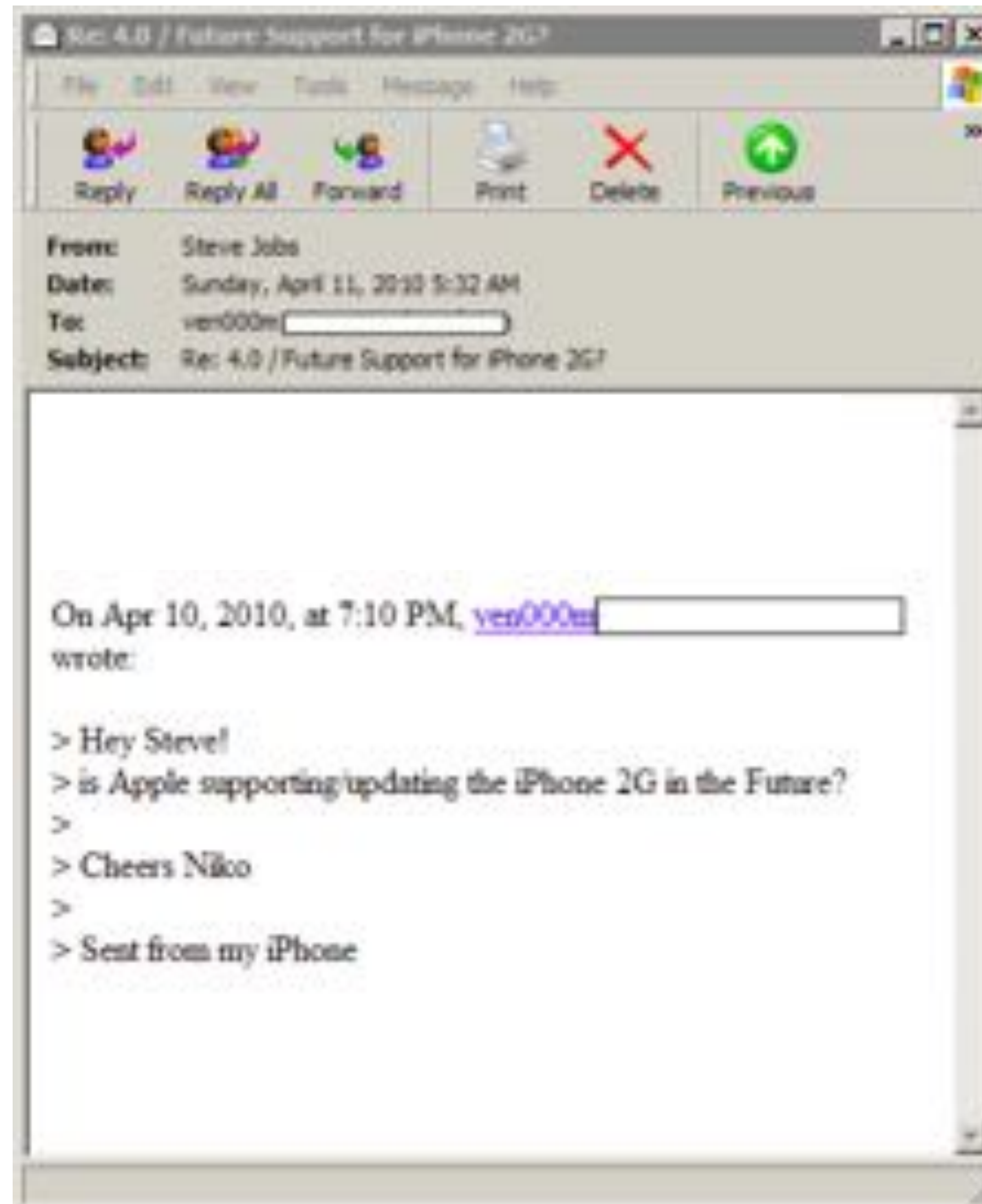# You only get to send emails like these if you are Steve Jobs

Your new antenna system doesn't like my hand :(

from

to   "sjobs@apple.com" <sjobs@apple.com>

date   Thu, Jun 24, 2010 at 2:02 PM

subject Your new antenna system doesn't like my hand :(

mailed-by asu.edu

Hi Mr. Jobs,

I love my new iPhone 4 (nice work) but when I put my hand on the steel bands I lose all reception. It appears to be a common issue. Any plans to fix this?

Thanks,

Aram

Sent from my iPhone

hide details 2:02 PM (2 hours ago)   Reply

Reply   Forward

You only get to send emails like these if you are Steve Jobs

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You only get to send emails like these if you are Steve Jobs
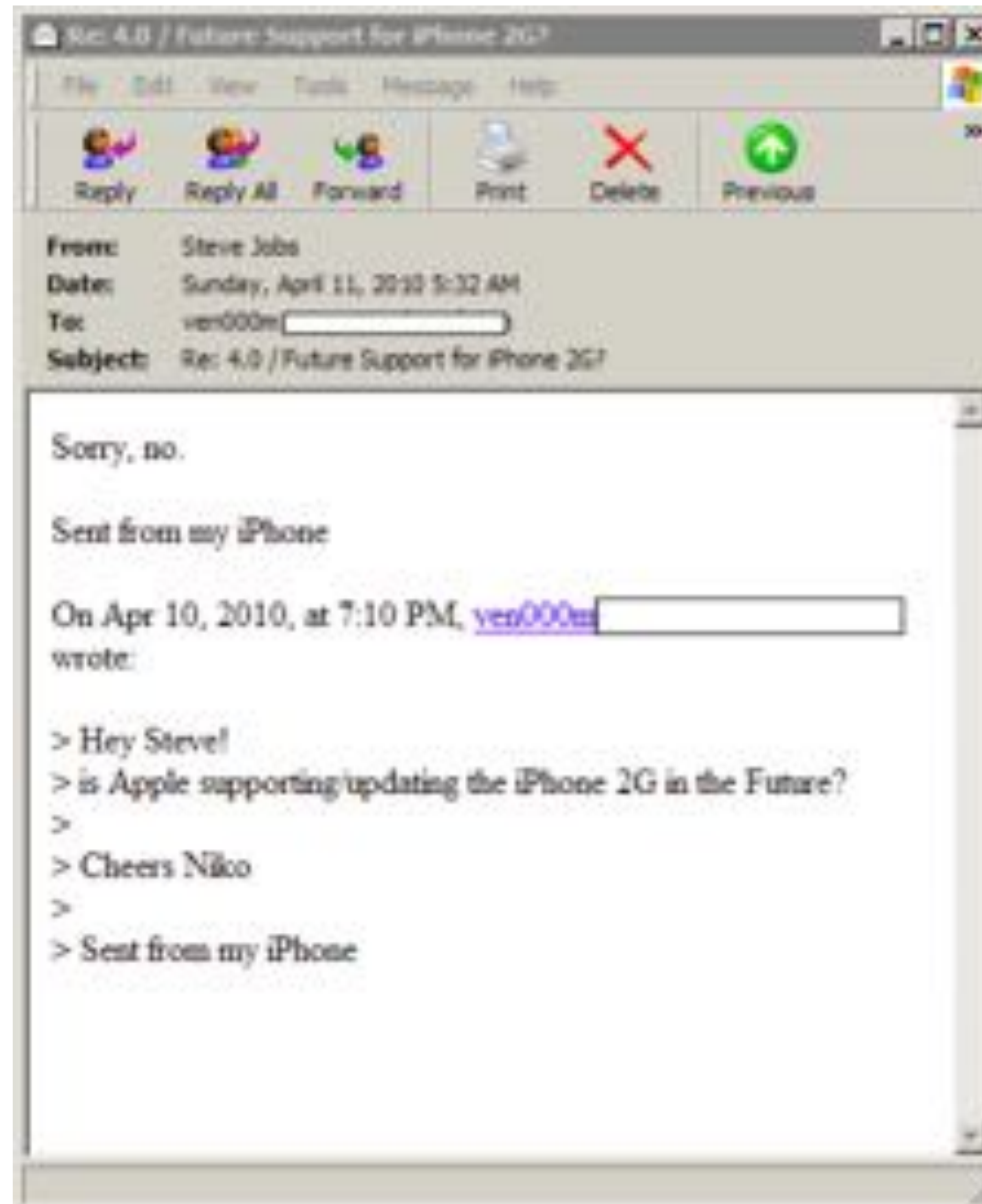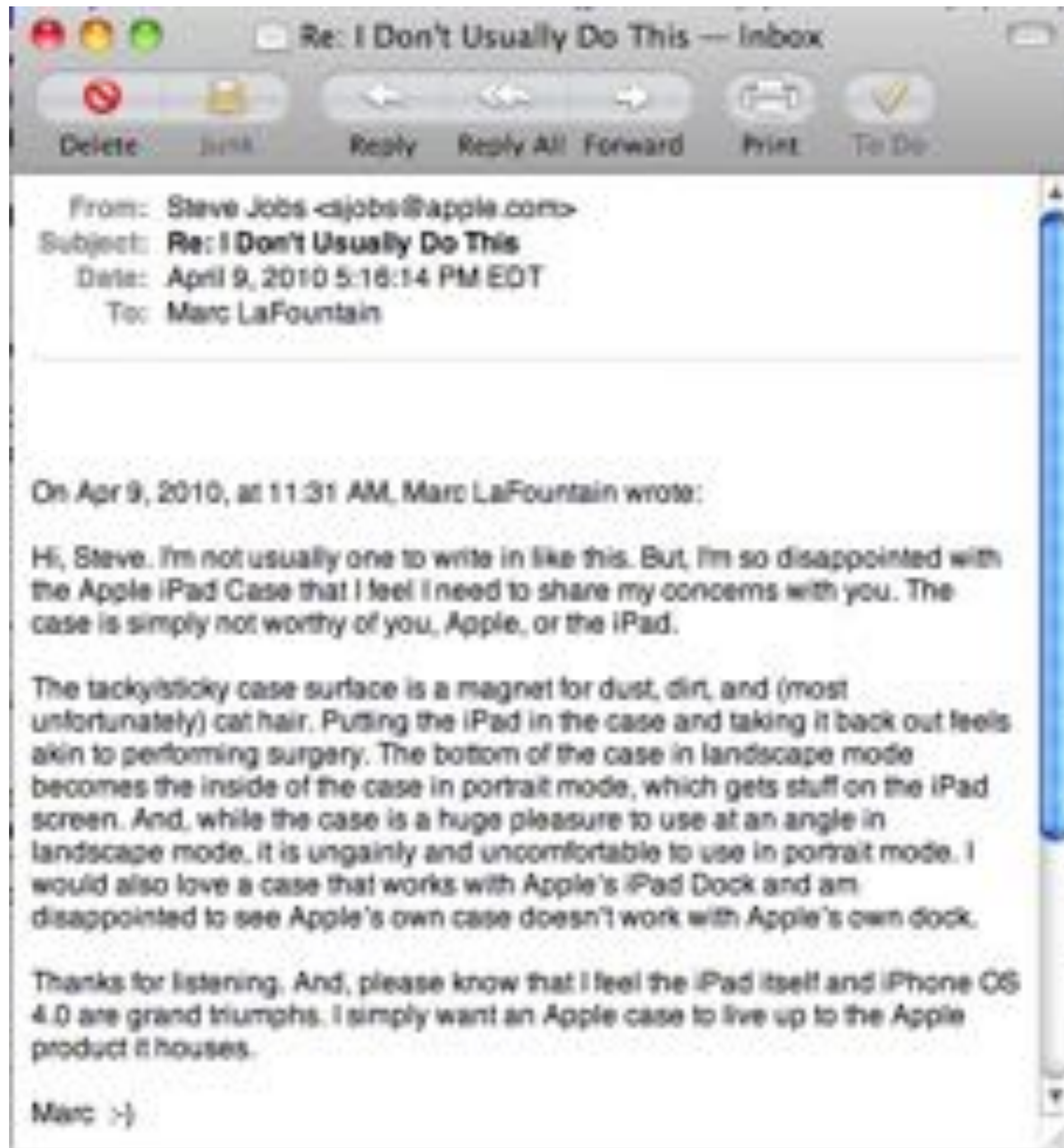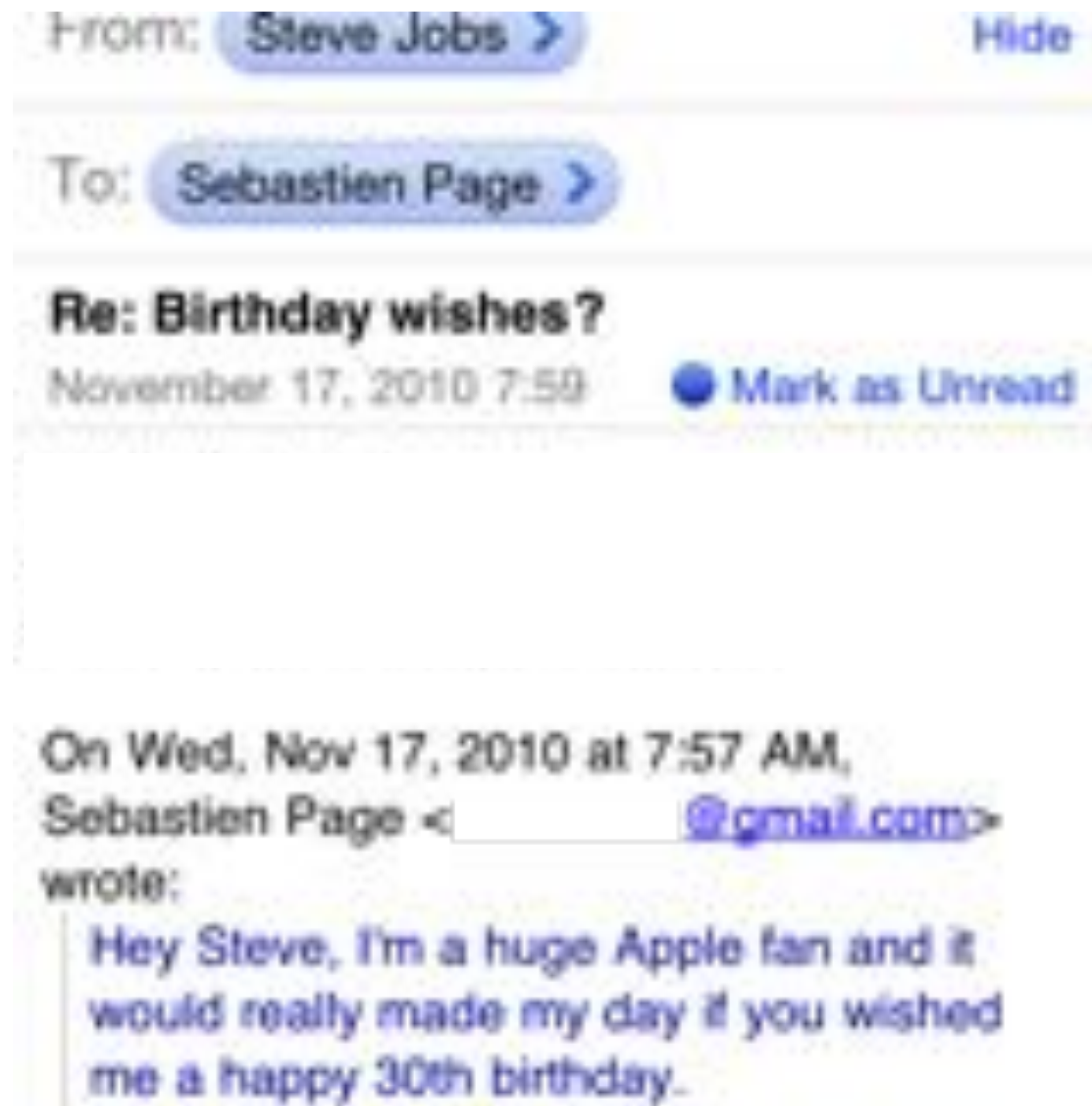
You only get to send emails like these if you are Steve Jobs

You only get to send emails like these if you are Steve Jobs

You only get to send emails like these if you are Steve Jobs

From: Steve Jobs >   Hide

To: Sebastien Page >

Re: Birthday wishes?
November 17, 2010 7:59   ● Mark as Unread

On Wed, Nov 17, 2010 at 7:57 AM,
Sebastien Page <_____ @gmail.com>
wrote:
  Hey Steve, I'm a huge Apple fan and it
  would really made my day if you wished
  me a happy 30th birthday.

You only get to send emails like these if you are Steve Jobs

From: Steve Jobs >   Hide

To: Sebastien Page >

Re: Birthday wishes?
November 17, 2010 7:59   ● Mark as Unread

Happy birthday.

Sent from my Blackberry Pearl

On Wed, Nov 17, 2010 at 7:57 AM,
Sebastien Page <_____@gmail.com>
wrote:
> Hey Steve, I'm a huge Apple fan and it
> would really made my day if you wished
> me a happy 30th birthday.

gowrite.today