Women in Computer Science at UC Davis Presents:

Networking 101:

An Introduction to Networking in the Tech Industry

The importance of making meaningful connections in the tech industry and a guide to taking the first steps.

Agenda:

- What is Networking?
- Online Networking
- In Person Networking
- The Importance of Networking
- Extra time to meet with your peers!

What is Networking?

Self Reflection Time!

What are your goals with networking?

Online Networking

Reasons to Network Online

- Reaching out for a coffee chat to talk about:
  - Career aspirations
  - Education pathway
- Reaching out to a recruiter
  - Separate yourself from other applicants for a job or internship
  - Ask for insightful tips on how to land a position
- Reaching out to seek mentorship (alumni, co-worker, etc.)
  - An individual that has a position you seek

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Platforms and Methods

- Linkedin
- Email
- Conferences
- Hackathons
    - Major League Hackathons, HackDavis!
- Online Workshops

Connecting Online

Simple Coffee Chat:

Hi (their name)! I just wanted to see if you had a few minutes to chat. My name is (your name), I'm a student at UC Davis and I'm currently studying (major)! I'm really interested in (their career) and was curious if you had the time to meet up for a coffee? Hope to hear from you soon! Thank you!

Asking for a Referral:

Hi (their name)! Thank you for meeting with me and taking the time to discuss (their position/field). I really enjoyed learning about (XYZ/their company) and the insight you had to offer! I am very interested in working at (their company) and was wondering if it would be possible for you to refer me for (XYZ internship/job position). Again, thank you for your time!

Connecting Online

Seeking Mentorship:

Hi (their name)! I wanted to reach out and see if you had a few minutes to chat. I'm really interested in learning more about (their career). Do you have any advice on (related topic) and insight towards how you landed (their position title)? I am at a stage in my professional journey where I could benefit from some mentorship and guidance if this is of any interest to you. Thank you so much, hope to hear from you soon!

In-Person Networking

"Opportunity is What Happens When Luck Meets Preparation"

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Places You Can Network

- College clubs, organizations, and events!
- Career and Internship Fairs
- Hackathons
- Conferences: Student Discounts, Fee Waivers
- Workshops
- Coffee Chats

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In-Person Preparation

- Take some time to self-reflect and think about your strengths and capabilities
- View every interaction as an opportunity to learn something new
- Do some research beforehand; decide whether or not you should already know their name
- Practice your pitch! Be confident!

Self Reflection Time!

What are your strengths? What is something you do well!

Pitching yourself

Hi, my name is (your full name 😎), I'm a (1st/2nd/3rd) year studying (major) at UC Davis! I'm curious about your internship opportunities... (ask a meaningful question here!)

Hi (their name)! I just wanted to see if you had a few minutes to chat. My name is (your name), I'm a student at UC Davis and I'm currently studying (major)! I'm really interested in (their career/research/initiatives), do you have any advice on (related topic)?

Hi! My name is (your name), I'm a (major) student at UC Davis! I just wanted to introduce myself and find out more about your role in this ecosystem.

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Effective Conversation

- Actively listen
  - Be curiosity driven: think of questions to ask the other person as they're talking
  - Find areas of relatability
- Utilize storytelling
  - Lean into your experiences, your perspective is your greatest asset!

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Talking Points

Their experiences:

- Navigating their career and educational path
- Their current role(s) and companies
- Their current initiatives, things they care about

Turning it back to yourself:

- Your career and educational path
- Educational and work experiences
- Your current initiatives, things that YOU care about!!
- Personal Projects

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Example Conversation Prompts:

- "What was your undergraduate experience like? Were you part of any clubs and organizations?"
- "What do you think helped you stand out as a candidate?"
- "Did you always know that you wanted to be a (job role)?"
- "How did you realize (job role) was a good fit as a career?"
- "What's your favorite part about working at (their company)?"
- "What kinds of opportunities does (their company) have for growth and development?"
- "Do you have any general advice on (general topic)?"
- "What kinds of skills do you use in your everyday tasks?"
- "What are the necessary qualities of being a good (job role)?"
- "What kinds of challenges do you face as a (job role)?"

Following up

- **Follow up with a LinkedIn message or email**

Hi there/Greetings (name),
I enjoyed chatting with you earlier about (something you talked about) at (event).

(Explain the significance of your chat with them).
(Ask a follow up question to keep the convo going).
(Ask if they have 15 minutes to chat another time).

Talk soon/Best/Best Regards,
(your name)

The Importance of Networking

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Reasons to Network

- Opportunities
- Changing careers and career development
- Building a strong reputation
- Reliable support system

Success Stories!

Do you have a networking success story that led to a positive outcome?

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Time to use those skills!

- Be confident, don't be afraid to (humbly) brag!
- Set your goals and think about your intentions
- Be resourceful, be curious, be genuine!

Explain 3 things you are going to do to achieve your networking goals.

Thank you all for coming!

Upcoming events:

Monday, November 28th, 2022:
Destress with WiCS x Design Interactive! Games + Hot Chocolate