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Tips on Getting Responses from Prospective Supervisors

Presented by: **Scholar Kehinde Adams.**

Let me teach you a trick. I have tried it, suggested to others and I'm still observing how it works.

In life, everyone wants value, so to get your desire, offer value to the person you are communicating with. With regards to academia and prospective supervisors, the more their papers are read and cited, the more they are valued.

When you want to get the attention of a prospective supervisor, just write a mail, seeking some of his/her publications which you can't download (probably because your university didn't sign up with those publishers).

Here's how you go about it:

1. Go to his/her website, list about 3 papers, check to confirm that you can't just easily get them on Google Scholar.
2. Write a very fascinating mail describing some of his/papers you have read and how they are insightful and inspiring.
3. In that same mail, now ask (for pdf) for the ones you don't have access to due to limitations.
4. When he/she sends them, read them and in like a month send another mail praising him/her and how the paper has helped you to understand more about the subject matter. Ask her few questions e.g. *"Have you worked on effect of A on B?"* or *"Do you have any professor or paper to recommend that can help me to understand the effect of A on B?"*.
5. After few weeks, ask him/her for permission to share with some of your colleagues or reading clubs as they noticed you have better grasp of the subject.
6. With that you have exchanged value, your interest has made it seem like his/her work is valuable and will soon be read by many others.
7. After few weeks, ask him/her about opportunities in his/her lab, as you are considering a postgraduate degree on that subject matter and it seems he/she is an expert. Include all your documents, transcripts, research interests (topics) and other requirements.
8. There is very high chance that you will be at the top of his/her priority knowing that you have shown avid interest in that subject matter and are likely be a good fit for his/her research team.
9. During your conversation, you can track him/her on LinkedIn and Twitter and add as a friend. **Note:** *Make sure your social media handles and content are reasonable/presentable.*
10. While he/she ignores mails and supervisory requests from other prospective students', yours won't be ignored.

That is psychology of value exchange.

Goodluck.

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