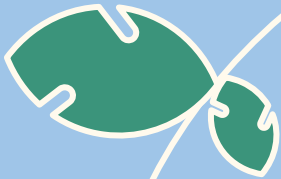
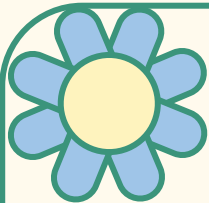


How to Network **WORKSHOP**



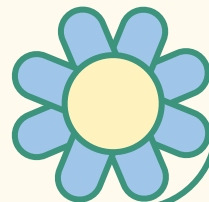
Presented by Diversity
In Games, and
supported by DigiBC!

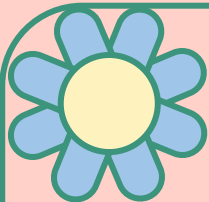




While we wait...

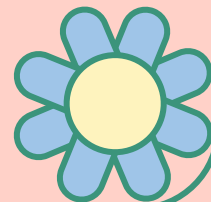
Join us on the
Jamboard





We'd like to acknowledge that we are located and operate on the traditional, ancestral, and unceded territory of the Coast Salish peoples, including the Xʷməθkʷəy̓əm (Musqueam), Skwxwú7mesh Úxwumixw (Squamish), and səlilwətał (Tsleil Waututh) Nations. We are committed to uplifting indigenous voices, respecting traditional lands, and working with communities towards reconciliation.

With this acknowledgment, we also thank those Indigenous people who still live on and care for these lands.



Introducing our Amazing Mentors!



Alicia Fortier

(She/Her)

Lead Game Designer, Spry Fox

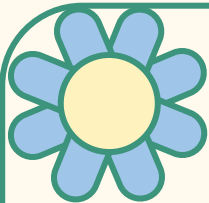


Vaishnavi Venkata Subramanian

(She/Her)

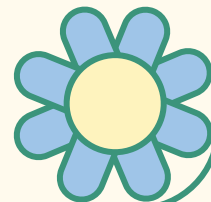
Software Engineer, EA



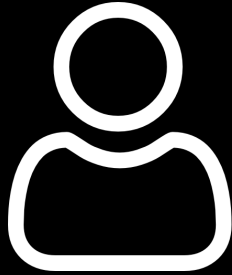


Networking can be tough...

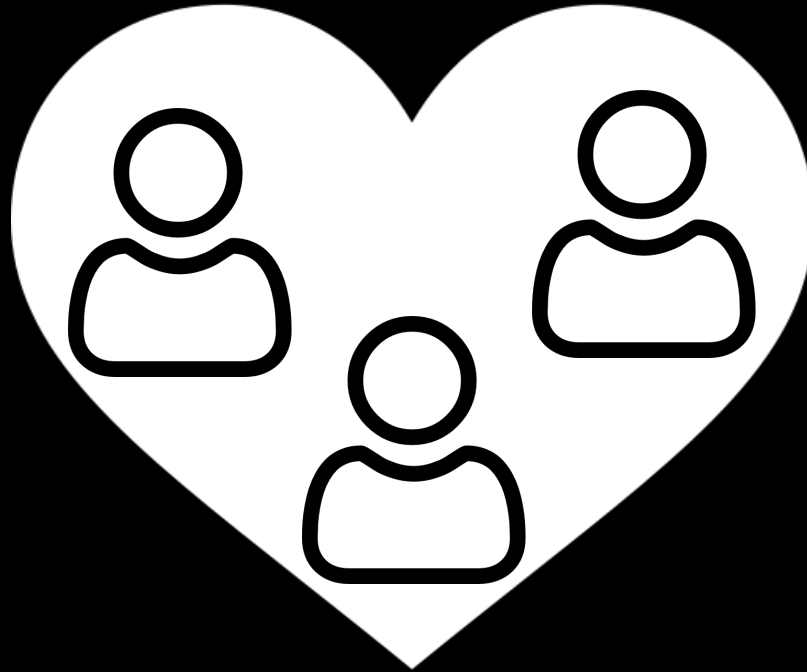
Studies show that marginalized individuals are less likely to have strong networks, which leads to less access to job opportunities.



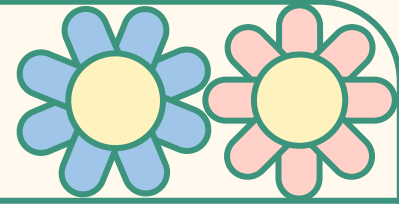
Being different can be isolating...



Find your community!



Today's Event will cover:



- What Networking Is
- How to reach out
- Networking Etiquette
- Scripts/Icebreakers that can be used

We will have Breakout Rooms at the end of the presentations so that you can practice what you've learned!



Networking



What do you think Networking is?

Please write your answers in the chat!

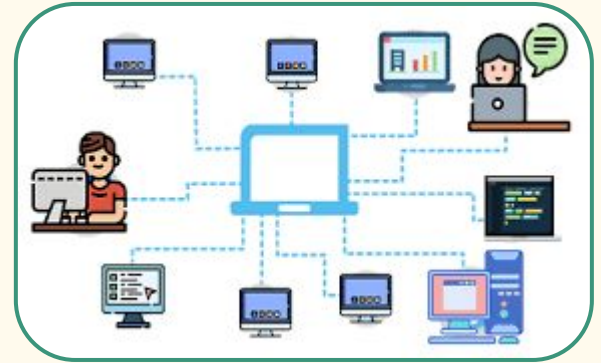


What is Networking?

Context is the key

The 4 C's:

1. Competence
2. Credibility
3. Clarity
4. Connectivity



What is Networking?

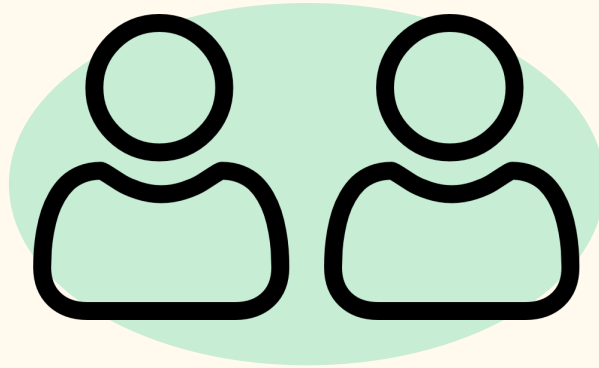
Networking is a technical term for creating professional connections.

Peer Networking VS Career Networking



Peer Networking

Focusing on connections with other people in the same stage of their career as you.

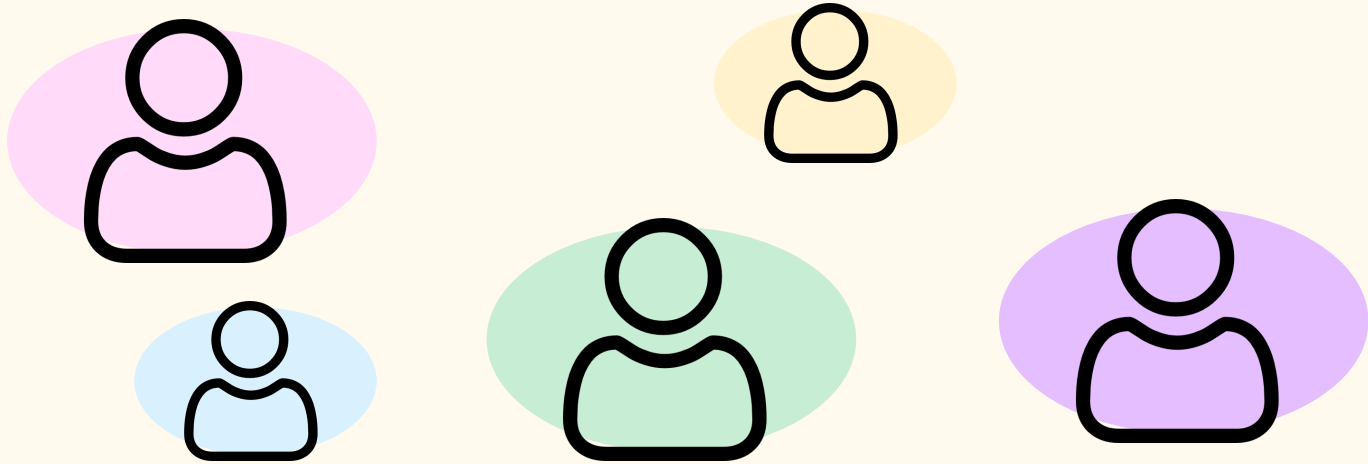


The rules are always changing; your peers are navigating the same challenges as you.



Career Networking

Focusing on connections with other people who are not your peers

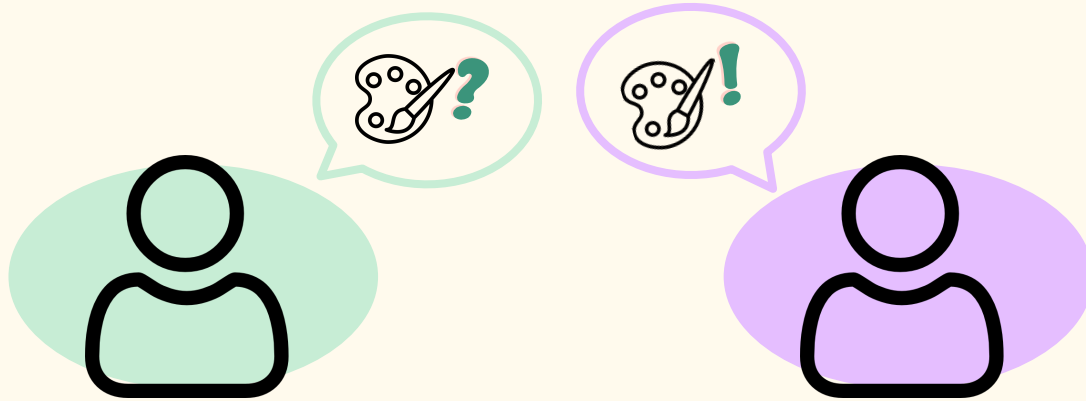


This can be recruiters, more senior people your role, potential mentors, people in other disciplines



Is it fake?

Sometimes networking can feel transactional or superficial.



To a certain extent it is; Networking events are dedicated to helping connect people that match each other's needs



Brain Break!

Do you have any questions about Peer or Career Networks? Post them in the chat or the jamboard!



Reaching Out



How have people reached out to you?

Please write your answers in the chat!



How To Reach Out

- Not an overnight game.
- As with most good things in life, it'll take time.
- It's a marathon, not a sprint.
- The more you network without expectation, the more "overnight success" you'll receive!
- You'll get better at networking the longer you practice, as well.



Who To Reach Out To

What is your goal?

Get Feedback & Improve

Find new Opportunities

Land a first job

Learn about another discipline

Career Advice



Who To Reach Out To

Recruiters

- **Want to talk people at events!**
- Job Requirements & Opportunities
- Upcoming Internships
- Recruiters often have specialties, make sure they are interested in your discipline, or ask to be redirected.

Seniors

- **People who are more senior than you**
- Look for people who make themselves available for questions.
- Discipline expertise
- Career advice / insight

Peers

- **People of a similar seniority to you**
- Encouragement, Shared Experience
- Discipline expertise
- Career advice / insight



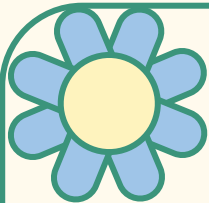
Who To Reach Out To

Volunteering is an underrated way to expand your network.

Volunteering helps you:

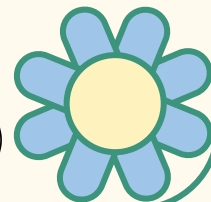
1. Learning new skills for free.
2. Give back to your community.
3. Expand your network.





find Communities

- DIG
- PVP (<https://pvpcircuit.com/>)
- Quiver Games (quivergamesvancouver.com/)
- Pixelles (<https://pixelles.ca/>)
- Women In Games (womeningames.org/)
- Mega linked in post
- Social media / friend groups
- Local clubs & events
- Game Jams (Global Game Jam, Gamerella (MTL) Town One (Vancouver), and more!)





Brain Break!

Do you have any questions about Reaching Out? Post them in the chat or the jamboard!



Etiquette



Networking Etiquette

Be present and truly listen

- People love to feel heard.
- Therefore, truly listen to the person you're speaking to!
- Ask questions if you want to know more about them.
- Be aware of your nonverbal communication



Networking Etiquette

Be interested

- Make eye contact with the speaker.
- Ensure your body language conveys that you're fully engaged with the person you're speaking to.
- Avoid checking your phone.
- Create trust and convey a sense of caring

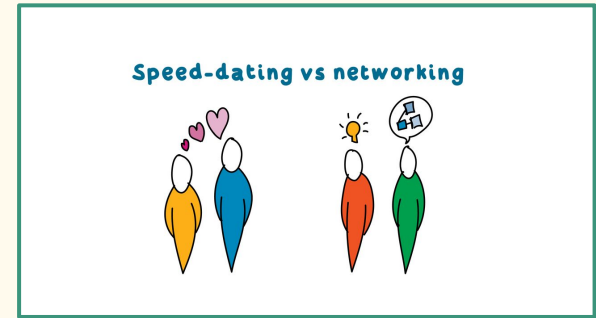
I make
shoe contact
before I make
eye contact.



Networking Etiquette

Be interested

- Sow the seeds now for long-term networking success.
- “You don’t plant a crop when you’re hungry.”
- Whether you’re networking online or hybrid, it’s a long, slow build.
- Networking isn’t like speed-dating!
- Exit a conversation gracefully.



Networking Etiquette

Have questions prepared

- Audience appropriate
 - Is this the kind of thing this person specialises in?
- Beyond 'How do I get in?'
 - Ex: What do you look for in a new <role>?
 - Asking expertise & insight VS for an instruction manual



Social media is a good way to stay in touch; Twitter, Instagram, LinkedIn, whatever both parties prefer.




Networking Etiquette

Respect their time

- How many people want their time too?
- How many questions have you asked? (check in after 2-3)
- How much time was booked for a meeting?
- Check in & Give outs - polite prompt
 - Thanks for answering my questions! Is there somewhere I can follow you on social media to hear more?
 - Oh we've been talking a while, do you need to go?



Boundaries



friends Vs Contacts

Boundaries: You're not friends just because someone is friendly

Stay on professional topics

- Focus on the work:
 - What draws you to this discipline?
 - What's your favorite project you've worked on?
 - Light Hearted jokes & humor are good!
- Respect Disclosure limitations:
 - If you enjoy a game that the individual has worked on, please don't pressure them for NDA details about the project.
 - Be mindful, even if you are a fan of that person that they are just a person too!
- Avoid sensitive topics: Love life / Religion / crude humor



Becoming friends

- **You might become friends**
 - When meeting people in your field, it's likely you'll meet cool people who you have stuff in common with; a good starting recipe for friendship.
 - Escalate slowly, check-in to see if the other person is interested too.
- **Friendship tip:**
 - A good way is to suggest having another talk (virtual coffee?) after the event to talk more on a specific subject.
 - Reach out after the event, but give them a polite out / option to decline.



Saying No

- **It's okay to not want to talk to someone!**

- There is no obligation to keep in touch or be friends
- If someone is making you feel pressured or uncomfortable, remember you have every right to say no, to leave the interaction.
- Listen to yourself & trust your instincts.
- At an event, hosts are there if you feel like you need support.

Community can help; if you feel nervous about an event, it's always helpful to have a buddy there with you.





Brain Break!

Do you have any questions about
Etiquette or Boundaries? Post them in the
chat or the jamboard!



Example Scripts



Online Script Template

- **<Introduction>** one line about yourself with some light context
 - Who are you? Have you met at an event? How do you know each other? What did you talk about?
- **<Why you are reaching out>** This should be catered to the person you are writing to.
 - Did they post about an opportunity?
 - Did you talk about something you want to hear more about? Show you listened.
- **<Action Item>** Make your ask explicit
 - Are you hoping for a call? A Contact?
 - This should be something low-effort for the person you are reaching out to.
- **<Respectful Conclusion>** Whatever feels polite & most authentic to you.
 - Thank for your time, appreciate everything you do.



Online Script Example (To a friendly potential mentor)

Hello Dani!

It's Alicia, we met at the Women in Games mixer and GDC and talked about our mutual love for petting dogs in games.

I really loved what you had to say about becoming a lead game designer, I Had never thought about it that way and it really stuck with me.

If you have some time next week, would love to setup a chat to talk about this some more; especially since I'll be becoming a lead myself soon.

Take care!

Alicia



Online Script Example (To a recruiter I spoke to)

Hello Dani,

It's Alicia, we met at the Networking event and you mentioned your team is looking for a game designer.

I really resonated with the creative & collaborative approach you described at the studio, it matches with my own values of open communication.

Would love to schedule a call to learn more about the position, weekdays mornings are generally flexible for me.

Thank you for your time,
Alicia



In-person Script Template

In person is tricky, requires more flexibility.
Consider preparing...

- **<Self-Intro>**
 - Who are you, in this context?
 - <Current position>, <What are you looking for?>
 - Vary it with your own personality
- **<Go-To Questions>**
 - Prepare different questions for different audience/goals
 - Should be guidelines, not a script
 - Look for opportunities to ask questions based on what they have said



In-person Intro Examples

<As a Mentor>

Hi! I'm Alicia, I've been a game designer for a decade now. I'm super passionate about mentoring new game designers.

<At a game design conference>

Hello, I'm Alicia, I'm lead game designer on Cozy Grove 2. Really excited to be here meeting other designers!

<To a recruiter>

I'm Alicia, I've been working at SuperGames for a few years and I heard that BigGameStudio is looking for game designers. I'm looking for a new challenge, would love to hear more about upcoming positions.



Short Exercise:

Try your hand at some short sample scripts to use in the breakout rooms!

<Self-Intro>

- Who are you, in this context?
- <Current position>, <What are you looking for?>
- Vary it with your own personality

Do you have any questions about Writing Scripts? Post them in the chat or the jamboard!



Breakout Options!

Not sure what to ask your breakroom partners? We have you covered!

- "What do you enjoy about your current role?"
- "What insight can you share about your job?"
- "What draws you to this discipline?"
- "What is your favorite project that you worked on?"
- "What would you tell yourself at the start of your career?"

We're here to practice together and will share what we learned after each breakout!



Breakout 1 – 10 Minutes



What did you learn during the breakout?



Breakout 2 – 10 Minutes



What did you learn during the breakout?

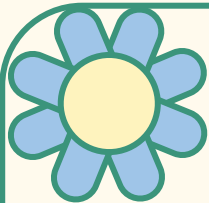


Breakout 3 – 10 Minutes

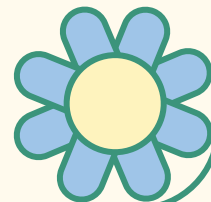


What did you learn during the breakout?





Thank you Everyone!



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