Networking for Scientists

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March 3rd 2016
National Postdoctoral Association annual meeting

Thierry Dubroca
French native
BS: Physics Engineering
MS: Management
PhD: Material Science
Postdoc Workshop chair
PDO founder
PDA president
Outreach committee

Maglab
Largest Magnets in the world
Physics, Chemistry, Biology, and more!
User facilities open to anyone for free
Over 100 permanent scientists!

Want to know more about the lab or available positions, just ask me!
What do YOU think Networking is?

What is Networking?

- Recruiter
- Professor
- Collaborator
- Specific Skill
- OFFER

- Regular communication

- New Connection

- Job seeker
- Student
- Collaborator
- Skill need
- DEMAND

YOU
The Network

Develop and Grow your Network

Where to start? Plan your Network
Attend events Who do you need to know?
Speak at events Recognize critical connectors
Organize events Recognize decision makers
Host events Add people to your social networks

SCHOOL MATES
John
Bob
Laura
Pavan

COLLEAGUES
Lakshmi
Jens
Huang

HOBBY - FRIENDS
Steve
Page
Jean
Jeff

WORK AQUAINTANCES
Likai
Kim
Debby
Jen
Pavan

Personal - Professional Development
Operational Help get things done
Strategic Think future
Develop and Grow your Network
Online Networking

**Social Networking**
- Post articles, news or ideas
- Join groups of interest
- Post comments/answers
- Ask questions/start conversations
- Start a group

**Networking Tool kit**
- Update CV – Social Network profiles
- Professional business card
- Practice your elevator pitch
- Events: participate, organize, host
- Be professional – dress code

MAKE A PLAN
Tips and Method

- Be enthusiastic
- Get to know well the people in your network
- Ask people first before connecting them
- Network often
- Foster relationships, trade information
- Use your elevator pitch
- Network, network, network!

Method:
1) Clear strategy
2) Make yourself more visible
3) Meet new people
4) Keep in touch (critical connectors)

Be engaged!

Practice!

Networking Stations:

1. Connect: talk 1-1, you need to connect other person with someone in your network
2. Pitch: talk 1-1, elevator pitch, then plan collaborative work together. 3rd person observe and give feedback.
3. Refreshment table: casual talk with others, exchange business cards or contact info
4. Lounge area: break the ice discussion write on board best ice breakers
5. Career: state current career situation or question. Others provide feedback or connect to someone who can help.

"Bill is a hard man to get to know"

Last activity as group:
Introduce people to each others
Questions?

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Tips:
• Be enthusiastic
• Know well people in your network
• Ask people first before connecting them
• Do network often
• Foster relationships, trade information
• Use your elevator pitch
• Network, network, network!

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1) Clear strategy
2) Make yourself more visible
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4) Keep in touch (critical connectors)

Questions? Always ask!
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Networking Station 1

Connect, talk 1-1

you need to connect other person with someone in your network

Networking Station 2

Pitch, talk 1-1

Elevator pitch, then plan collaborative work together. 3rd person observe and give feedback.
Networking Station 3

Refreshment table

Casual talk with others, exchange business cards or contact info.

Networking Station 4

Lounge area

Break the ice discussion, write on board best ice breakers.
Networking Station 5

Career

State current career situation or question. Others provide feedback or connect to someone who can help.