Networking at a Mixer

In collaboration with First Generation Support Services

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Learning Outcomes

- Define networking and articulate your goals
- Recognize how to enter and exit networking conversations
- Summarize best practices for virtual networking
- Identify how to build professional relationships
The purpose of networking
The Purpose of Networking

You + Professional Community → Goals
Your Academic/Professional Goals

- Specific Goal
- Who do I want to meet?/Where do I want to meet them?
- What specifically do I want to know?
Your Academic/Professional Goals

Specific Goal

- Figure out how whether pursuing a residency in pediatric dentistry is a good fit for me.

Who do I want to meet?/Where do I want to meet them?

- Pediatric dentists or current residents at the First Generation to College Community Reception and Pediatric Dentistry Lunch and Learn.

What specifically do I want to know?

- What led them into pediatric dentistry?
- What skills and experiences are needed to succeed in the field?
Your Turn!

- What are your 1-2 current academic or professional goals?

<table>
<thead>
<tr>
<th>My Goal</th>
<th>Who do I want to meet?</th>
<th>What specifically do I want to know from them?</th>
<th>Where do I want to meet them</th>
</tr>
</thead>
<tbody>
<tr>
<td>Explore what it’s like to work as a medical science liaison</td>
<td>2-3 UCSF alums who work in this field</td>
<td>Learn about a typical day/week for a medical science liaison</td>
<td>First Gen to College Community Reception</td>
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Recognize how to enter and exit networking conversations
Initiating a conversation with someone in your professional community

When preparing for a networking event, there are **two things** you need to know how to do:

- Start the conversation
- Exit the conversation, gracefully
How to enter a conversation

Remember,
To get to your goal,

In the beginning focus on their story.
Entering a Conversation... at a Reception

Hi, I’m Jon Snow

I’m in the MEPN program at UCSF.

I understand you worked as an RN after your first year in the MEPN program.

How did you find your RN position, and what were your strategies to balance your courses with your workload?
Hi, I’m Arya Stark.

I’m a 3rd year student pharmacist.

Thank you for your great session on applying to the Pharmaceutical Industry Fellowship program!

I am exploring the different ways that pharmacists transition into industry. What led you to pursue this Fellowship program to further your training?
Your Turn: Starting a Conversation

Name

Organization (school/year)

Networking Conversation Starter

Remember,
To get to your goal,

In the beginning focus on their story
Ending a Conversation, Gracefully

- Winding down a conversation could take between 1-5 minutes

- Give a person time to register the conversation is ending
  - Smiling
  - Thanking them for their time
  - Asking how they can keep in touch
A General Ending

- Thanks so much for your information/advice. It would be great to keep in touch. What is the best way to contact you?

- Thank you. I’ll follow up with you by email before next week.

- It was great talking with you! It was helpful hearing what criteria you used to evaluate internship programs and what questions you asked during the interview. Thank you!

- I’m sorry to interrupt (because this is interesting), but I need to connect with Dr. Lannister from the Winterfell Lab before the end of the event. Thank you so much for your time and I look forward to staying in touch.
Best practices for virtual networking
Prepare for the Unexpected
Set up your space
Navigating the networking event
Monitor your verbal/nonverbal communication
Remo Platform
Prepare for the Unexpected

- Test your tech before the event

- Mute/close all applications on your computer

- Prepare what to say when an unexpected issue comes up
  - Unexpected issue: "My apologies. I see something I need to handle. Could you please excuse me for a moment?"
Set up Your Space

- Lighting:
  - Face a lighting source

- Background:
  - Find a distraction-free background

- Camera:
  - Set up the camera so that it is eye level

- Sound:
  - Wearing headphones can help prevent echoes
Navigating the Event

- Wear a “virtual nametag”:
  Monica Gellar, School of Pharmacy, Class of 2022, she/her/hers

- Take notes

- Take a wing person
Monitor Your Verbal/Nonverbal Communication

- Smile!
- Sit up Straight
- Make eye contact with the camera
- Convey enthusiasm through the tone of your voice
Your Turn: Give Feedback on your Partner’s Verbal/Nonverbal Communication

Take turns practicing entering into a conversation (Name/Organization/Networking Conversation Starter)

Provide the speaker feedback on their verbal/nonverbal communication. Did the speaker:

- Smile
- Sit up straight
- Make eye contact with the camera
- Convey enthusiasm through tone of voice
Building professional relationships
# Keeping in Touch

<table>
<thead>
<tr>
<th>Month</th>
<th>Message</th>
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</thead>
<tbody>
<tr>
<td>Feb.</td>
<td>Initial conversation at Reception. Thank you for sharing your experience and advice when applying to physical therapy residency programs. I look forward to keeping in touch!</td>
</tr>
<tr>
<td>May</td>
<td>Thank you for suggesting X resource. It was helpful because of...</td>
</tr>
<tr>
<td>Sept.</td>
<td>One of my professors referred me to a resource that I thought you would find interesting…</td>
</tr>
<tr>
<td>Jan.</td>
<td>Hope you are well! Are you planning on attending the First Gen to College Community Reception this year? This is a brief summary of what’s going on for me now…</td>
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Next Steps

Explore resources, programs and appointment services at career.ucsf.edu

1. If you would like to have a more in-depth discussion of networking or practice your networking skills
   - Schedule a 1:1 appointment with the Office of Career and Professional Development (OCPD)

2. If you would like more resources on how to network effectively
   - Check out our online resources on the OCPD website (search “networking” in the search box)

3. If you would like to find more ways to expand your professional community at UCSF
   - Join UCSF Connect--www.ucsfconnect.com