

How to Network

Feel more confident talking to professionals!

Announcements

Bachelor of Arts in Biology

New degree program starting Fall 2018!

Less credits than B.S., but with required minor

- Still allows for completion of courses for medical school

Why should I consider this?

- Allows you to complete all of the biology courses you will need, while pursuing other interests

[More information here](#)



Susan Wessler Provost Talk



The biology department is looking for a small group of undergraduate students interested in having lunch with Susan Wessler. Spots for lunch are very limited, and interested students must email us at neuroscienceaxis@stonybrook.edu to let us know!

April 09, 2018

4:00-5:30pm

SAC Auditorium



Pathways into Medicine

April 04, 2018

7:00-8:00pm

Life Sciences 038

Are you finding yourself confused or completely lost with your future plans for healthcare? If you need guidance about gap year options and postbac programs, this panel might just be your light at the end of the tunnel.



Career Exploration Panel

April 11, 2018

7:00-8:30pm

Life Sciences 038

Learn more about a variety of potential careers in neuroscience and healthcare as we discuss pharmacology, integrative neuroscience, adult neurology and neurodiagnostics with esteemed professionals from each of these fields!



Neuroscience Axis Presents

Diversity in Neuroscience

Join us to celebrate diversity and network with our own SBU faculty and alumni. If you are thinking about getting a research, internship or job opportunity, this event is for you! Please check out our website (you.stonybrook.edu/neuroscienceaxis) for more information!

Wednesday, April 18th 12-3pm
Wang Center Theater & Lobby

What is Networking?

What is networking, and why should I network?

“A group of people who exchange information, contacts and experiences for professional or social purposes.” - The Oxford Dictionary

Networking can be whatever you need it to be

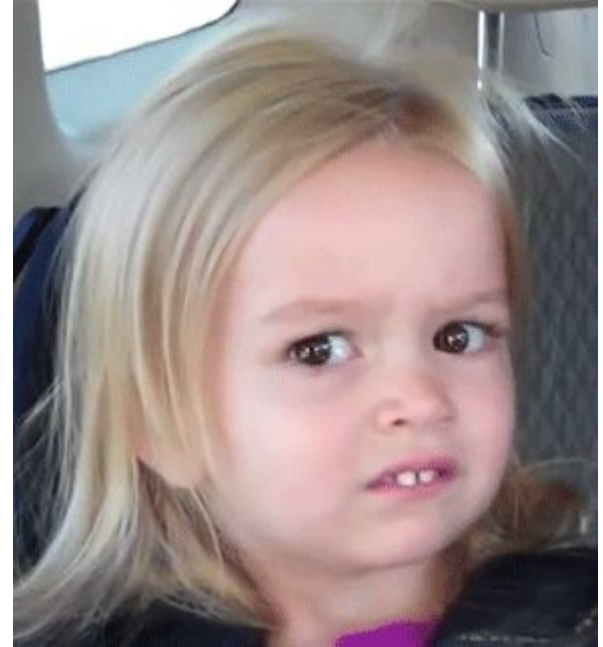
- Making new friends
- Find a new job
- Develop your career
- Explore new options



Figuring out what you want

Ask each other & yourself:

- What do I want to gain from my professional relationships?
- Where do I see myself in 10 years?
- What career path do I want for myself?
- Who do I need to connect with to help me reach my goals?



Doing the Research

Know who you are talking to!

- Education background
- Research interests
- Current positions
- Titles and accomplishments



ResearchGate



The background is a solid pink color. In the top right corner, there is a decorative graphic consisting of several overlapping geometric shapes: a dark pink square, a medium pink square, and a light pink square, all partially cut off by the edge of the frame.

What to say

Mind your manners

Simple, but effective.

Always maintain an air of knowing what you are doing

- Be polite
- Always smiling (naturally, not in the creepy way)
- Generous - be willing to offer help
- Be professional - avoid talking about your personal life
- Maintain eye contact (again, naturally, not creepy)

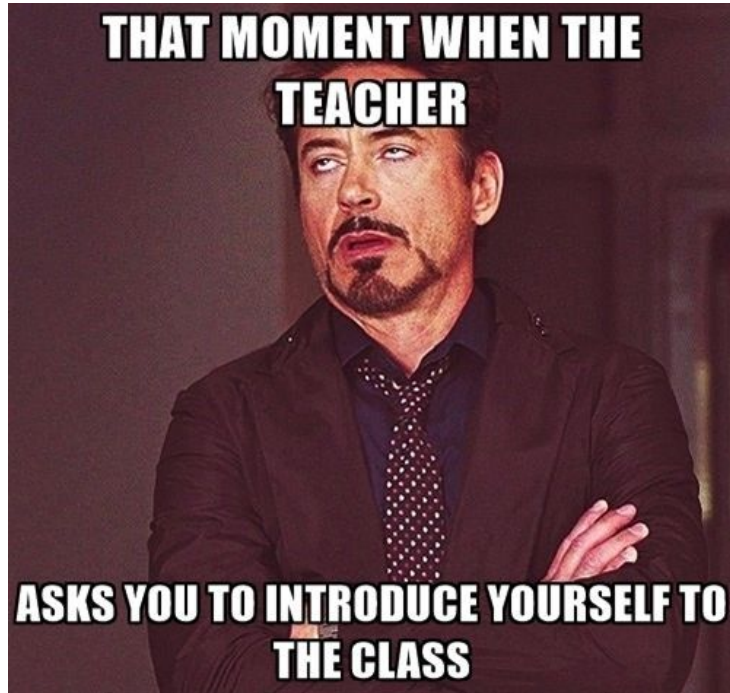


Introducing yourself

“Hi, my name is _____. It is a pleasure to meet you.”

From there, you can go in many directions

- Pitch yourself
- Ask a question
- Make small talk
- Compliment or acknowledge an achievement



The Elevator Pitch

Describing who you are in 10 - 30 seconds

1. Identify who you are and what your goal is
 - My name is ____ and I am interested in pursuing a career in ____.
2. Talk about what your experiences are
 - As a research assistant...
 - My experience in teaching has taught me...
 - I have had the opportunity to become a volunteer...
3. Talk about why those experiences make you a good candidate for the position you are looking for
 - These experiences have allowed be to be...
 - I believe I would be a good fit for your ____ position because...



Asking a question

Topics to ask about

- Research interests
- Available positions
- Accomplishments and awards



Examples:

- I am interested in your ____ could you tell me more?
- I came across your profile on ___ and I noticed you...
What was that like for you?

Making Small Talk

“How did you become [job title]?”

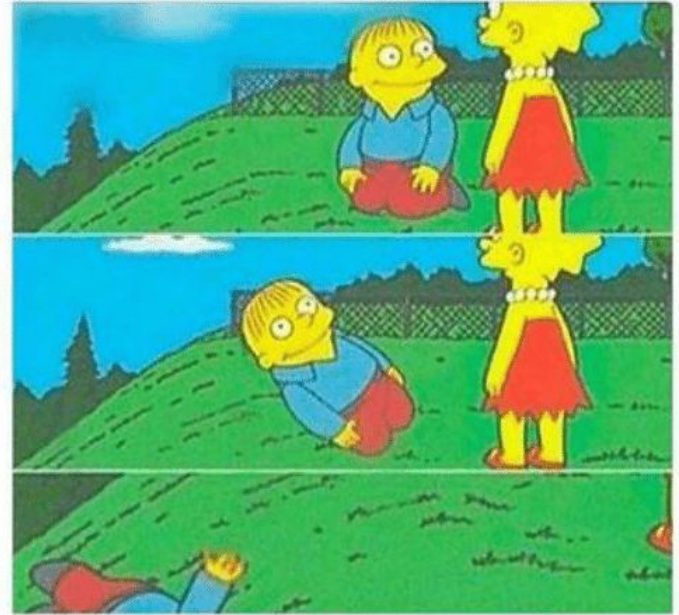
“Are you reading any good books right now? I would love some recommendations.”

“In your opinion, what is the best part about your job?”

“What was your first job like?”

“Have you seen this latest TED talk on ____”

When ur stuck in an awkward small talk
not sure how to get out of it



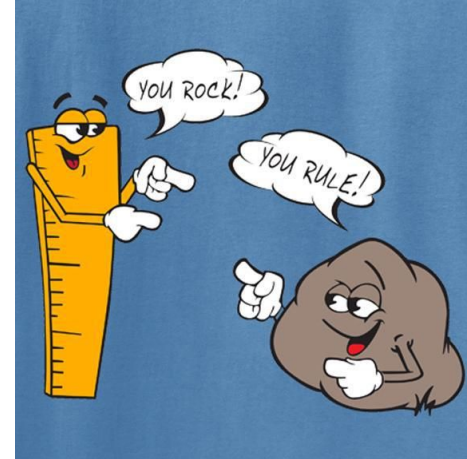
Compliment or Acknowledge

For those particularly accomplished in their field

- Make sure you know about the awards or accomplishments they receive!

“What did it feel like to be the first woman to achieve the status of the National Academy of Sciences?”

“In your opinion, what was it about your work that was so impactful on this area?”



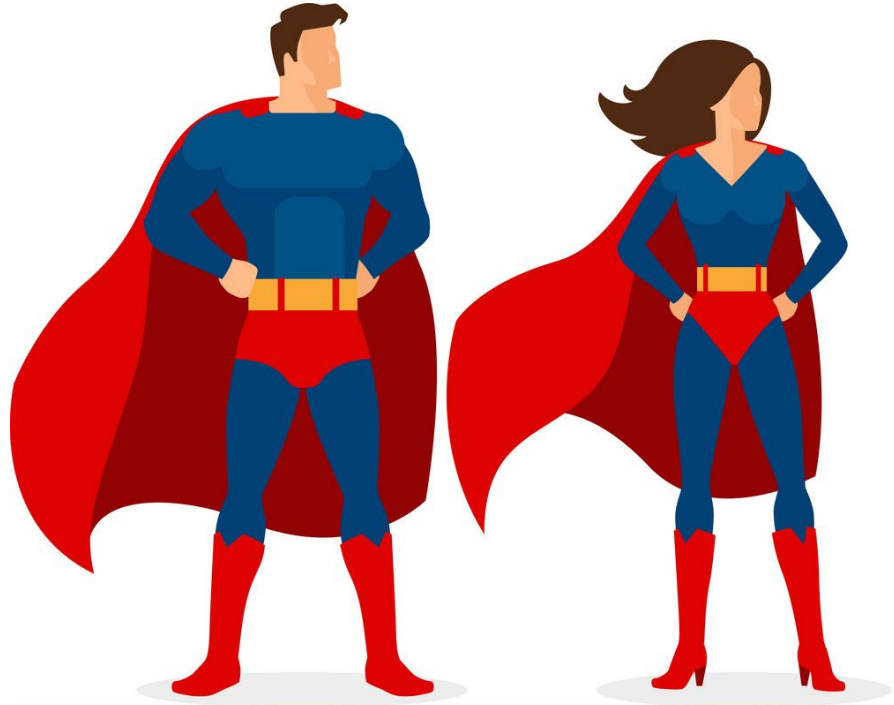
Presenting Yourself

Confidence is Key

Look confident, feel confident

Pay attention to:

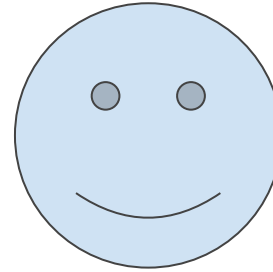
- Your body language
- Your listening skills
- The questions you ask



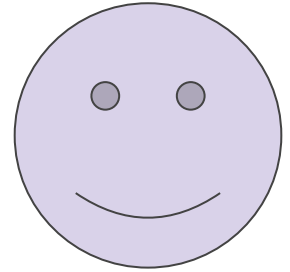
It's the little things that count

Get a good handshake down

- Take Betty for example. Betty has a very firm handshake, but a little too firm. Betty's handshake is so firm that it crushes Polly Professional's hand. You don't want to be Betty the Bone Crusher.



Betty the Bone
Crusher



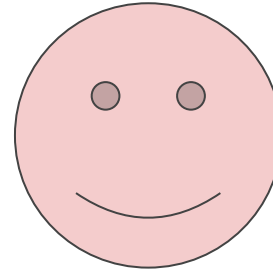
Polly
Professional



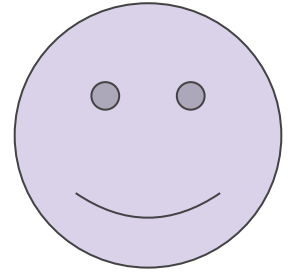
It's the little things that count

Get a good handshake down

- Now let's look at Lucy. Lucy has a very limp handshake. Lucy's handshake is so limp that her hand slips right out of Polly Professional's hand like a fish. You don't want to be Lucy the Limp Fish.



Lucy the Limp
Fish



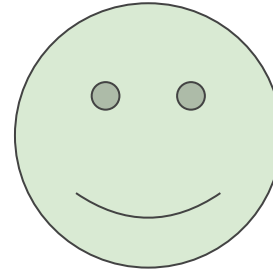
Polly
Professional



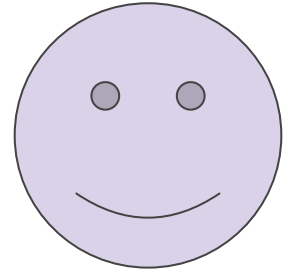
It's the little things that count

Get a good handshake down

- Finally, we have Just Right Jane. Jane has a perfect handshake. Jane's handshake is so perfect that Polly Professional invites her to a special interview for an internship. Congrats to Jane!
- Jane also wore her name tag on the right side, which made it easier for Polly to see her name!



Just Right
Jane



Polly
Professional



What to Wear

Business Casual - Conferences & Lectures

- Men: Blazer, button down shirt, loafers
- Women: Open collar shirt, pants or skirt

Dressy Casual - Meetings & Lunches

- Men: Dress shirt or button down with nice jeans
- Women: Dress or dressy top with nice jeans





Following Up

Checking in After Meetings


Before ending the meeting, get some form of contact information

- Preferably an email/card, but some may provide a different contact address
 - Get *their* contact information, don't just give them yours!

“Dear (employer),

It was a pleasure meeting with you today at (event name). I was particularly interested in (specific detail of event).

As we talked about, here is my resume in reference to your (job/internship position title).”





Questions?

Pathways into Medicine

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