

Networking in Academia

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Networking...

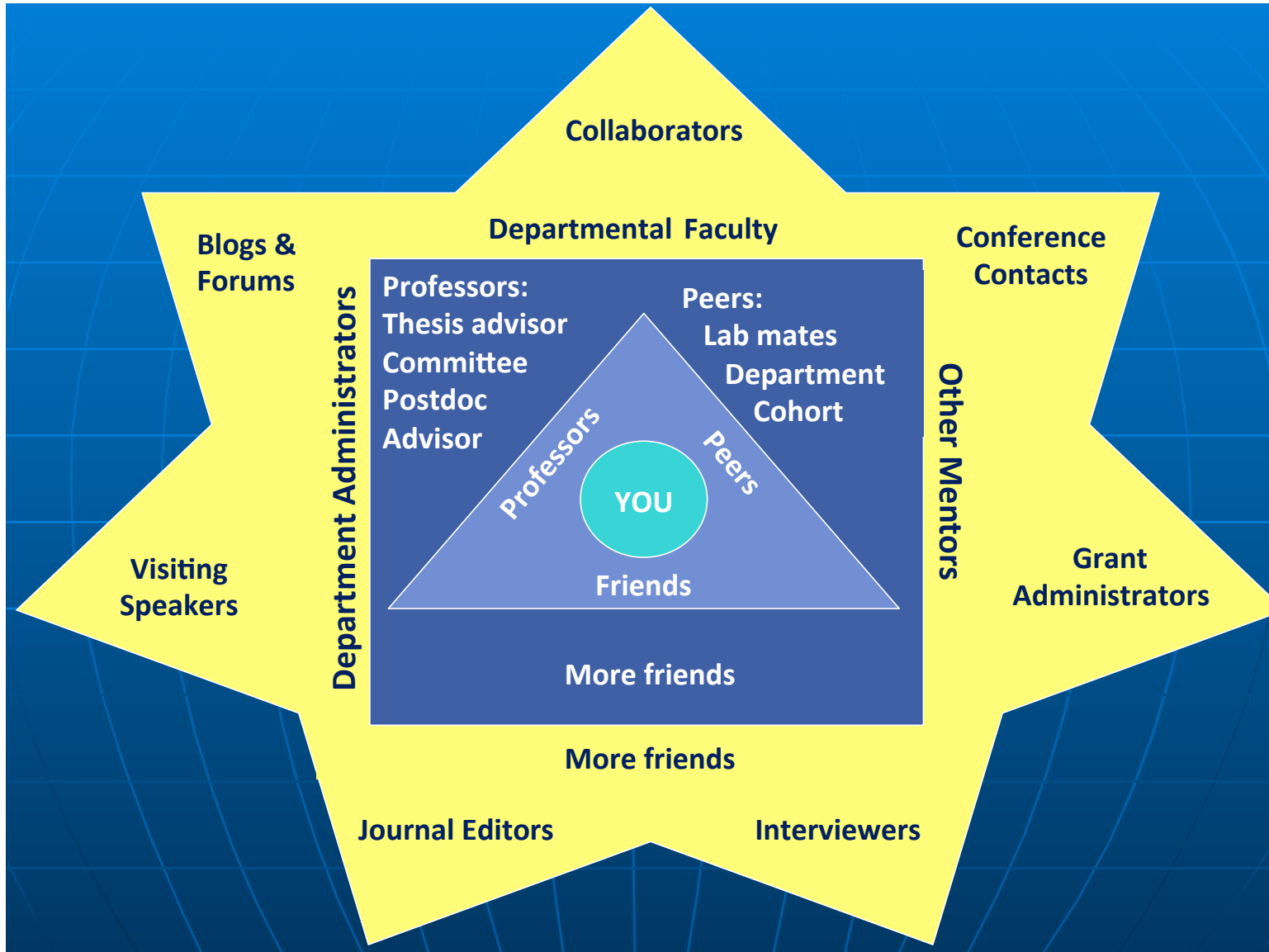
- Has a bad reputation!
- Critical for each new position you seek
- Essential for building professional identity
- Foundation for continued career advancement

Networking Defined

Your NETWORK =
Your Professional Community

Networking =
Building relationships to share info

Networking is
MUTUALLY BENEFICIAL



GOAL:
**Gain visibility for you &
your research**

Visiting Speakers/Seminars

- GO!
- Listen
- Ask questions

- Take note: what worked, what didn't, what did they wear?
- Host the speaker – go to lunch/dinner

Networking at Conferences

- Posters, receptions, questions after talks, informal gatherings
- Wear your name badge
- First impression, handshake, smile
- How do you introduce yourself?

Your one-minute talk

Your one-minute talk

Scenario: Conference Reception

Introduce yourself (1 min)

- Who you are:
 - Your status (grad student, postdoc)
 - Where/with whom you work
 - Your research interests (big picture, focused question, approaches, results)
- How your research intersects with theirs, or why you want to talk with them.

Switch to other partner (1 minute)

Give each other feedback (1 min)

Collaborations

- Establish your INDEPENDENCE from advisor
- Be seen as a peer (not subordinate)
- Bring expertise (subject/technical)
- Offer fresh perspective – learn too
- Develop strong professional connections
- Publish, present, gain visibility

Stealth Networking

- Attend departmental seminars, lab meetings, journal clubs
- Actively participate and ask questions
- Go to departmental social events
- Ask for feedback on manuscripts, practice presentations, offer to critique others'

More Stealth Networking

- Offer to stand in for your advisor for paper reviews, invited talks
- Talk with program managers/ study section leaders at funding agencies
- Share interesting papers with others
- Become active member in online academic world

Potential Outcomes

- Establish collaborations
- Invitation to give a seminar
- Invitation to apply for job/postdoc
- Insider's advice/perspective
- Opportunities for leadership roles, reviewing papers, study sections
- Letter writer for job search
- Cultivation of referees for tenure review (you don't get to pick!)

Some final thoughts

- Build your professional connections over time, every day!
- Step outside the lab! Outside your comfort zone.
- Be sincere, friendly, and interested
- It's OK to make mistakes
- Practice makes it easier and more fun