Networking

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What

Why

How
Different contexts

• Lab, research group
• Department, organization
• Research community
• Funding agencies
Different contexts

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- Department, organization
- Research community
- Funding agencies
What
Networking is

• Making professional/personal connections
• Using them wisely for professional goals
• A transitive relation!
Networking is not

- A substitute for good work
- Using people
- Facebook and LinkedIn (alone)
Why
Visibility, Research, Funding

- **Visibility**
  - Makes you known
  - Makes your work known

- **Research**
  - (Early) feedback
  - New collaborations
  - New ideas and new takes on existing ideas

- **Funding**
Community and career

- **Community**
  - Recommendations and references
  - Invited talks
  - Program committees
  - Fun

- **Career**
  - Mentoring
  - Help
Why?

Networking is a **multiplier** that can increase your chances of success.
How
Who should you meet?

- Established researchers
- Connectors
- Your peers
- People who could hire you
- Funding and program directors
Who should you meet?

- Established researchers
- Connectors
- Your peers
- People who could hire you
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Different people play different roles, and all roles are important!
Where can you meet them?

- Your university/institution
- Local companies
- Other universities
- Conferences
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Networking at conferences

• One of the main opportunities
• Identify people you want to meet
  • Send email beforehand
• Find opportunities
• Be aware of the main people in your area
Networking at conferences

Pop Quiz!
How can you prepare?

- Prepare and practice
  - Quick introduction of your work
  - Elevator talk (30–60 sec)
  - Longer overview
  - Your area!

- Some obvious things
  - Smile, handshake, eye contact
  - Specific and generic questions
  - Smalltalk (practice, read)
Don’t overdo it (informal networking)

• Avoid sounding too rehearsed
• Follow your personal style
• Serendipity happens
• Talk to people about their lives and work
• Talk to people you meet by chance
Followups

- **Right away**
  - Take notes (name, topic, tips)
  - Write TODOs (yours and theirs)

- **After coming back**
  - Followup on TODOs
  - Send your related papers, ask for theirs, send comments

- **Later in your career**
  - Ask for advice
  - Invite them to give a talk
  - Ask to give a talk there
Networking dos

- Ask questions at talks, talk to speakers after presentations
- Engage in hall talk, join group discussions
- Get friends, advisor, others to introduce you
- Speak—don’t just stand there
- Read body language
- Take notes to remind you of discussion
- Learn names
- Talk to people when you have an opportunity
- Make lunch/dinner plans
Networking dont’s

- Hang around with your “clan”
- Make yourself invisible
- Ask questions at every single talk
- Tell everything to everybody
- Interrupt heavy or private conversations
- Be too pushy
Networking **don’t**’s

- Hang around with your “clan”
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You don’t just want to make an impression, you want to make a **good** impression.
Beside conferences

- Attend talks in your department
- Send cold email
- Use your contacts to get new contacts
- Find an indirect path to program committees
- Take the tenure tour
- Visit program directors
- ...

![Image of group of people sitting together]
Final thoughts

• You will have great opportunities to network here—use them!
• Strike the right balance
• Most people are happy to help
• When you are connected, help others connect
• Have fun!
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