Networking Works… Really!

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Test Your Networking Skills

You are looking for a job; How might you best proceed?

a) Sign up for CornellTRAK, check it once and awhile and apply for jobs you find interesting.

b) Tell everyone you know that you are looking for a job.

c) Find someone in your field of interest or an employer of interest and forward your resume to them.

d) Ask one of your parents to get you a job.
You are still looking for a job and while at a party, you discover that one of the attendees is the recruiting director for an employer of interest.

What do you do?

a) Approach and give your business card to him/her.

b) Ask someone who knows the person to introduce you.

c) Hang around and wait for him/her to come chat with you.

d) Go up to him/her and ask who he/she knows at the party.
It’s your first day on the job and the CEO gets on the elevator with you.

You:

a) Introduce yourself and inform him/her that it is your first day on the job.

b) Grill him/her about a recent merger with another firm.

c) Ask him/her what floor he/she wants.

d) Tell him/her you think he/she is a genius.
You are at GE Global Research Center for an interview, and in the lunch buffet line you find yourself next to an employee who just presented in your small group session about a research topic you found very interesting. What do you do?

a) Say nothing at all -- you are so nervous!

b) Mention that you enjoyed the presentation and would love to work at their company so you could learn more.

c) Let him/her know that you enjoyed the presentation and ask a question regarding future research, showing your knowledge and interest in the topic.

d) Offer tough follow-up questions to him/her to demonstrate you know the topic, perhaps as much as he/she does.
What is Networking?

NETWORKING IS THE PROCESS OF DISCOVERING AND UTILIZING CONNECTIONS BETWEEN PEOPLE

• **Networking** can **BEGIN** with friends, family, friends of family, family of friends, friends of friends, neighbors, employers, colleagues, former colleagues, professors, doctors, athletic trainers, people you meet, etc. --- Your ultimate goal may be to gain contacts and introductions to **OTHER PEOPLE** they know.

• **63.4% of workers** use informal job search methods (US Dept of Labor).

• **Think of Networking like a Web Page** – you usually must go in a few layers from the Home Page to find what you are seeking.
Networking…

- 90% of non-entry level jobs are found through networking.
- One contact leads to another…
- 60% of networking contacts produce helpful referrals.
- Can create a new position.
- You do the screening.
- Acquaint you with many valuable personal and business friends.
- Uncover unpublished openings.
- Will give you an advantage over 90% of other job seekers.
Roadblocks...

- Don’t like “asking” for favors
- Poor planning
- Assume people are too busy
- Indecision
- Shy
- Lack of desire
- Fear of rejection
- Won’t try new ideas
- Don’t like cold calling
Be Prepared…

Prepare a list of open-ended, informed questions in advance that are focused to obtain basic information about:

- Work Responsibilities
- Lifestyles
- Work Conditions
- Educational & Experiential entry requirements
- Possibly questions about how to break into the field of your choice
Sample Questions

• What are the rewards / challenges / frustrations of your work?
• How is your time allocated among your different responsibilities?
• How much autonomy do you have?
• How much of your work is done individually / how much in a team?
• How much of your day/week can you plan and how much of your work comes up unexpectedly?
• In what ways does your work impact your lifestyle?
• Is there anything you wish you had done differently to prepare yourself for your current position?
• What was the best advice you received from someone in your field when you were just starting?
• What qualities are important to succeed in the work place?
• What changes do you foresee as being the most dramatic in your field over the next several years?
Be Prepared cont....

• Develop rapport by asking people to talk about their jobs, their personal career paths, and their likes and dislikes about the field (find commonalities and connections between you and the person/s to whom you are speaking).
Be Prepared Cont…

- Pay attention to body language and communication.
- Follow up with a note, possibly posing additional questions you thought of since your visit, and keep in touch.
Networking Contacts

- F
- F
- A
- N
- D
- D
- D
- C  D
TO SUMMARIZE:

✓ Identify Your Network

✓ Prepare Your Questions

✓ Inquire

✓ Relate what you hear to your personal career goals

✓ Keep in touch
Group Exercise:
Introduce Yourself:
- Name?
- Where From?
- Previous Education?
- Previous Jobs?
- Why Are You At Cornell?
- What Type of Job You Are Looking For?
- Do They Have Any Suggestions?
Your Future Begins Here
Engineering Co-op & Career Services

Additional Resources

Co-op & Career Services website networking section
http://www.engineering.cornell.edu/careerservices
Search under Job Search Resources, Taking Action, Networking

Cornell Career Services online library
http://www.career.cornell.edu/library/genInfo.html
Vault Guides (schmoozing, industry information, company specific and
WetFeet

MIT’s site on networking:
http://web.mit.edu/career/www/workshops/networking/whatis.html
Questions???