Networking Tips

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Networking is…
building relationships

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2

Instrumental vs. Friendship

a gender difference, according to social scientists!

Ref Babcock & Laschever

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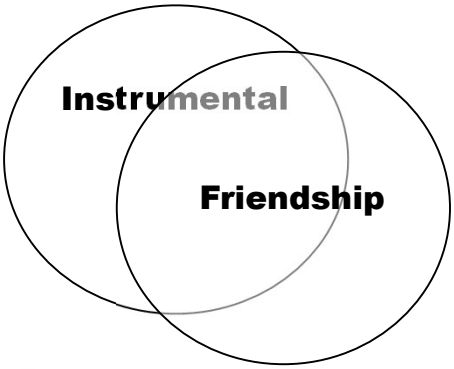

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Gathering or Pruning?

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5

Where Network?

facebook

LinkedIn

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6

What is your Why?

Increase your 'social capital' to overcome the gaps in your resources and the associated liabilities

7

Leveraging Your Network

8

Be Bold

9

Ask an indirect question

Who do you know who…?

10

Ask a direct question

If you were in my position now, what would you do to…?

What do you wish you had known earlier?

If there was one thing you could suggest I do to aid my career/research what would it be?

11

Solutions

Problems

What do you do?

Value

Benefits

12

Follow up

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Stop	Start
Think About	Carry On

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