The Power of Networking and How to do it Successfully

Thursday, October 29, 2015, 4:10 p.m. to 5:30 p.m.
2005 PES, Plant and Environmental Sciences Bldg.

“Networking is not me drilling for oil from you. It's about crafting mutually beneficial partnerships that bring value to both people.”

--- Alaina G. Levine, Networking for Nerds

It can be uncomfortable meeting new people, you don’t know what to say, it seems so self-promoting and you’re not really sure, “What is the point?” Research shows that networking is the fastest, most reliable way to find a job. Seventy to 80% of the job market is “hidden”, positions filled from within the organization or through established networks. But, how do you develop a professional network? Who should you approach? When? Where? How can you establish a mutually beneficial relationship (i.e., what do you have to offer)?

This workshop will explore the professional and personal benefits of networking. We will evaluate what you have to offer and alternative strategies for successfully building a robust, lasting professional network. Interactive activities will help you practice connecting with people in different settings, finding just the right words and approach.

It will also prepare you for the upcoming PhD Connector: a networking event with UC Davis PhD STEM alumni from a broad range of careers taking place on November 18 from 5:30 p.m. to 8:00 p.m.

Workshop facilitators:
Gwynn Benner, Internship & Career Center
Catalina Gerstmann, PIPRA, UC Davis

Questions? Contact, Gwynn Benner (wibenner@ucdavis.edu), Coordinator, Career Services for Master’s and Ph.D. students, and Postdoctoral scholars, Internship and Career Center. For additional ICC workshops and events, see: http://icc.ucdavis.edu/graduates/Events.htm.