People & Points of Interest:

*Developing Effective Networking Skills*
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The ability to enter one's chosen career with a clear understanding of self and the ability to demonstrate a combination of industry knowledge and core competencies in the workplace.

**Career Readiness**
Career Readiness is depicted in a diagram with four key components:

1. Classroom Knowledge
2. Experiential Education
3. Professional Development
4. Skill Development

These components are interconnected, suggesting a holistic approach to career readiness.
CRC Services

Career Planning

Gator CareerLink

Workshops

Employer Networking
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Life After The Swamp

- How To Survive Your First 30 Days
- Figuring Out What’s Next, Career Planning
- Financial Management 101
- The Art of Salary Negotiation
- Job Offers: Deciding, Accepting, Rejecting
- Relocating After the Swamp
Today’s Objectives

Clarify what networking is and what effectively networking can provide

Develop an understanding of who is in your network and places where you can network here at UF

Review tips to improve your networking style
What is Networking?

The process of actively building relationships with people who share similar interests and activities.

Networking is the single most important function of the job search.

Because it takes some time and effort it is the most often overlooked piece.
Networking Can Provide:

• Connections with professionals in your field

• References

• Insider information about a company

• Referrals to other professionals

• Job leads/openings (internal or un-posted)
Hesitations around Networking

• I don’t know anyone

• I don’t know where to network

• I have nothing to talk about

• It is uncomfortable
Understanding Your Network

I Don't Know Anyone...
Networking Circles

Gator Nation

Contacts’ Connections

Your Contact

You
Your Contacts

- Friends
- Family
- Faculty
- Advisors
- Supervisors
- Mentors
- Co-Workers
- Classmates
- Neighbors
Your Contacts’ Connections

- Friends
- Mentors
- Parents
- Co-Workers
- Supervisors
- Faculty/Advisors
- Former Students
- Former Employees
- Classmates
- Friends
- Contacts
- Family

You
Gator Nation

Career Resource Center

Your College

Alumni Association
Networking Opportunities

I Don’t Know Where To Network...
Places Networking Happens

- College Sponsored Events
- Student Organizations
- Professional Organizations
- Career Resource Center
- Social Media
College Sponsored Events

- Workshops
- Guest Speakers
- Faculty Meet and Greets
- Career Fairs
Student & Professional Organizations

- Conferences
- Alumni Events
- Service Events
- Company Site Visits
Career Resource Center

- Employer Perspectives Programming
- Career Fairs
- Information Sessions
- General Workshops
Social Media

LinkedIn  
Twitter  
Facebook  
Virtual Career Fairs
Where Can You Network?

Current memberships

What events do these organizations host throughout the year?

The goal is to create an ongoing list of networking events
Knowing What to Say

I Have Nothing to Talk About...
Introduce Yourself:
Answer These Questions

Who Am I?
• Name
• Degree Program
• Year

Who Do I Work With/Want To Work With?
• Intern, Affiliation
• Leadership role
• Industries of interest

What Do I Help/Want To Help These Organizations/People Do?
• Past projects, responsibilities
• Skills, interest areas
Your Professional Image

You

Professional

Reciprocal

Prepared

Thankful

Calendar-Courteous
Keep the Conversation Going

Get Them Talking About Themselves
- How did you get started in this field?

Ask Follow-up Questions
- What has been your experience working at...?

Actively Listen
- Use non-verbals
How to Join a Conversation

If the conversation appears personal or intense, find a different group

Look for a physical gap, stand nearby and make eye contact

After you have been acknowledged, join the conversation

Listen to the conversation and find a way to contribute
Ways to Leave the Conversation

- Bring someone else into the conversation
- Ask for a business card
- Ask them to introduce you to others
- Express how much you have enjoyed their company
- Don’t feel the need to justify if at a networking event
General Tips

Networking is Uncomfortable...
Six Tips for Easier Networking

1. Set a goal for the event (# of people, what you want to learn)

2. Plan your talking points (and bank of general questions!)

3. Volunteer

4. Research before you go

5. Get in a line

6. Be Yourself
Eating at the Event

• Remember why you are there

• Select easy to eat foods

• If standing, have either a plate or a drink

• Hold things in your left hand to allow easy greetings
What to Do After the Event

• Write down notes for each contact and improvements for next time

• Follow up with thank you notes or on social media

• Let go of mistakes you might have made

• Maintain contact
Remember...

- You Have Networking Circles
- Networking Happens Everywhere
- 80/20 Rule for listening and talking
- Be Yourself
Requesting a Career Planning Appointment

NACElink Network is a collaboration between NACE, Symplicity, DirectEmployers and your college/university.
Creating Connections

Twitter: @UF_CRC

Instagram: @UFCRC

Facebook: Facebook.com/UFCRC
Questions?

www.crc.ufl.edu