

Networking Demystified

WHAT CAN NETWORKING DO FOR YOU?

- Introduce you to new and different career options and perspectives
- Answer your career, professional, and grad school questions
- Give you advice from people who have been where you are now
- Help you learn about companies and what they do
- Start building your network of trusted connections and advisors
- Alert you to new opportunities

CONVERSATION TOPICS

- Career journey
- Grad school decision or experience
- Advice about something you've been questioning
- Exploring different career paths
- Current Industry trends

STARTER QUESTIONS

- Can you tell me about what you do?
- I see you're in the X field, how did you get into that?
- Did you always know that you wanted to do X?
- I'm considering grad school options, what helped you decide if wanted to pursue a graduate degree?
- What advice do you wish you had when you were in college?
- What steps would you recommend for someone looking to get into X?
- See: ["Conversation Starters"](#) for more Starter Question ideas!

SAMPLE CONVERSATION

Step 1: Approach an individual or group

Step 2: Introduce yourself

- "Hello, my name is _____. Nice to meet you"
- "Hi, I'm _____. I'm a junior *major* interested in *topic*, nice to meet you"

Step 3: They respond

- "Hi _____ I'm _____. Nice to meet you too"
- "Welcome, I'm _____. Nice to meet you too, what interests you about *topic*"

Step 4: A conversation ensues

- They ask questions, you ask questions, you do this every day!

WHEN SHOULD I START NETWORKING?

- It's never too early or too late to start!
- Exploratory networking helps your increase industry knowledge and helps define your interests
- Active job search networking helps keep you tuned in to industry trends, new prospects, and hiring activity
- Those themes will repeat themselves throughout many stages of your professional journey