What we will cover today:

1. Explore the meaning of networking

2. Consider how networking could help you find opportunities

3. Learn about how to practice and develop networking skills
   – General Approach
   – Case Studies
Talk to the person next to you and come up with a definition of “networking”
interact with others to exchange information and develop professional or social contacts.

Dictionary Definition

"The process of developing and activating your relationships to increase your business, enhance your knowledge, expand your sphere of influence or serve the community."

Ivan Misner, Founder and Chief Visionary Officer, BNI
Why Network?
Why Network at Uni:

1. Internal and external networks are vast (Linkedin 85,000 alumni), academics have networks you can
2. Opportunities can come from 2\textsuperscript{nd}, 3\textsuperscript{rd} degree connection
3. Employers and academics expect you to do it
4. You can develop your own networking style – more to be gained than lost by doing it
5. Knowledge is power
Networking Tips:

1. Prepare ahead – find out about your audience
2. Be yourself
3. Get confident talking about your work
4. Be clear what you are hoping for from the encounter – often it is just information or creating potential
5. Listen/read actively
6. It’s OK to move on and it’s OK to develop the conversation
7. Find a way to record information from the encounter
8. Follow up – it makes an impression
One Networking formula:

1. Use their name and tell them who you are

2. Tell them what you know about them (how connected)

3. Tell them what your interest/question is (ask open/curiosity questions)

4. Listen carefully....listen carefully......listen carefully

5. Thank them for their time

6. “Is there anyone else I could speak to”

7. Follow up email/Linkedin.

Hi Phil. I am the Careers Consultant at the University of Warwick for the Chemistry Department. I got your information from the Warwick e-mentoring scheme and noted that you expressed an interest in supporting careers events for Warwick Students.

I was interested to see the range of services Civil Society Media provides to charities and other civil society organisations and that you are Head of Sales and Marketing. Your story/experience would be really valuable for Chemistry students looking for options outside of science.......

I am a technology transfer consultant focusing on the successful exploitation of new ideas. I act as a conduit between the entrepreneurial culture of research intensive organisations and technology seekers such as business and industry. This work is often undertaken in collaboration with governments, research funders and investors. The primary objective is to maximise the social and economic benefits and ultimately improve lives.

**Consultant**
Oxford University Innovation
September 2014 – Present (2 years 1 month) | Oxford, United Kingdom

My responsibilities include linking technology providers such as universities, SMEs, research institutes and large corporations to technology seekers such as start-ups and multinational corporations. This translation work is often facilitated by government initiatives aimed at promoting innovation and enterprise across several regions globally.

**Education**

**University of Warwick**
PhD, Physical Chemistry
2007 – 2011

The thesis aim was the investigation of geochemical processes relevant to industrially significant minerals, in collaboration with a major player in the construction materials industry.

The work involved both experimental and theoretical techniques, including powerful computer modelling to complement empirical results and insights.

Activities and Societies: Residential Life Team

**Advice for Contacting Michael**

I am interested in hearing from people who would like to partner with me and Isis on technology transfer engagements, particularly involving the development of innovation enterprise schemes in middle income and developing regions.
Your Task:

1. One person is Micheal, the other is Person with an interest.

2. Take 5 mins to prepare your role – you can use the networking formula if you want.

3. Take turns in acting out the conversation between Michael and yourself.

4. Give each-other feedback after your practice.
Your Task:

1. Create a space for yourself, create an organisation and purpose for that organisation, create your role.

2. Make some notes about what you would say if you were in met Michael at an event or spoke to him on the phone.

3. Take turns in acting out the conversation between Michael and yourself.

4. Give each-other feedback after your practice.
I'm genuinely quite passionate in trying to help connect people and trying to help pay it forward and want to genuinely help build up the brand of Warwick too.

Thanks for getting in touch and for your interest in my experience and position.

‘I’m here and happy to be available if there are people who are interested in getting into the US to work especially in the technology/nuclear industry….If you had told me in 1987 when I left Warwick that I would be here doing this now, I would have said you were nuts but it happened to me. Bottom line is that I am happy to help whoever I can however I can so feel free to contact me - if I think I can help, I will.
Top Tips:

1. Have confidence in yourself
2. Start by investigating existing network
3. Ask questions to find something you have in common – this can be done ahead by researching
4. Check out good Linkedin profiles and copy their approach
5. Keep your profile updated and relevant to what you are looking for now
7. See also Linkedin Presentation at [http://www2.warwick.ac.uk/services/scs/whatson/finalist/](http://www2.warwick.ac.uk/services/scs/whatson/finalist/)

8. Try this out at Welcome Week events and Careers Fairs – employers are targeting PGs
Careers Support:

1. Central Careers Service – University House
2. Book Events and Appointments at [Warwick myAdvantage](#)
3. Book skills sessions at [Skills and Student Development](#)
4. Masters students – be aware of options and deadlines.
5. PhD students – Consider how you are developing skills – as important as specialist knowledge for many options - [Skillsforge](#)
6. [careers@Warwick.ac.uk](mailto:careers@Warwick.ac.uk) for any other general questions.
Thank you and good luck.