

SCORE

Networking

The Power of Peers

SCORE

Study Coordinators Organization for Research & Education

Wednesday, February 21, 2017

Meeting 3-4pm / Networking 4-4:30pm

CEL, UPMC, 2-7520



How many of you have actually stayed
after a SCORE meeting for this?

How many of you feel like one of these
when you think of networking?



Objectives

- Discuss the benefits of networking
- Summarize tips for networking
- Identify potential networking strategies for future SCORE events

Why Network?



Opens Doors to New Opportunity

Expands Support Network

Facilitates Exchange of Fresh Ideas

Raises Your Profile

Why Network?

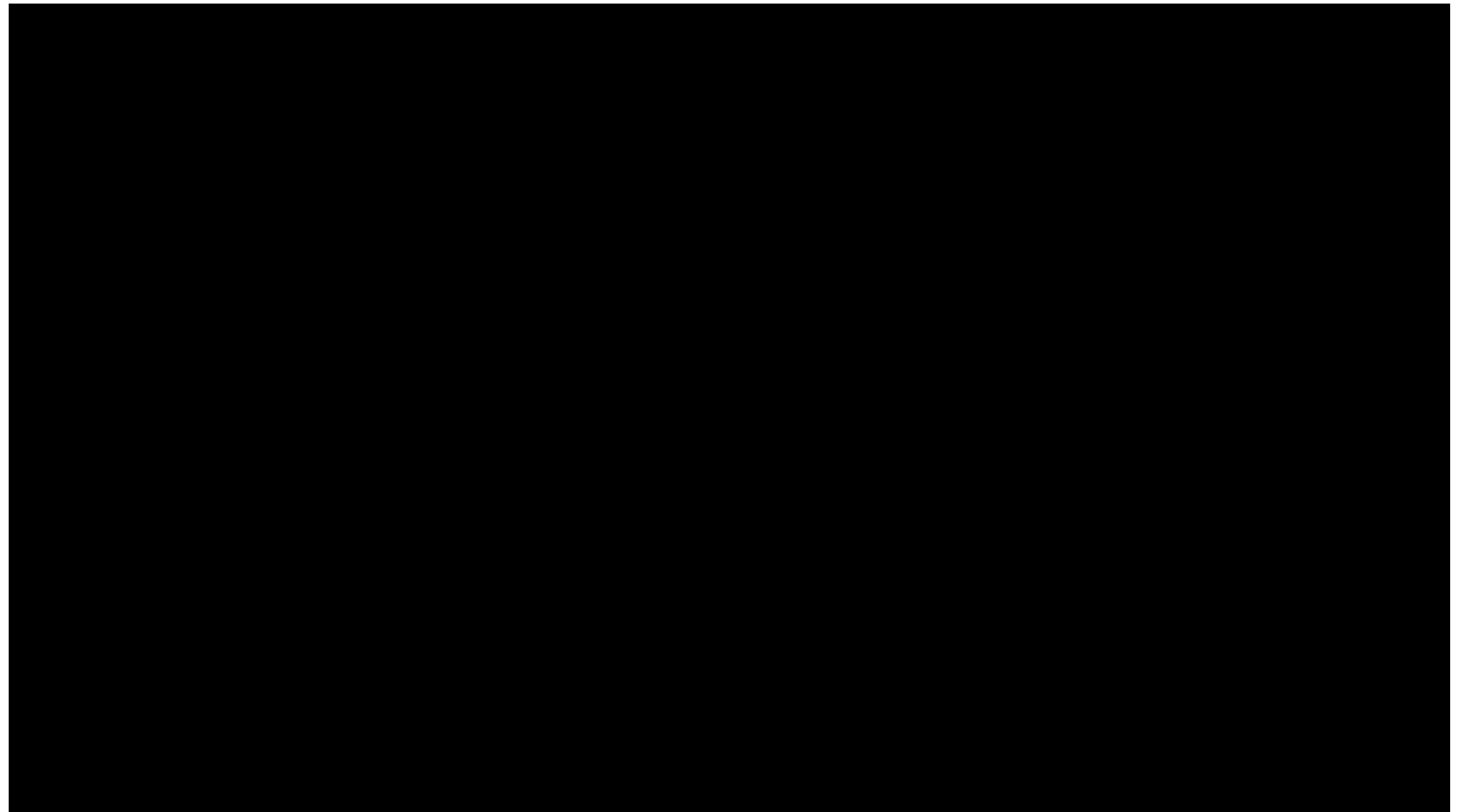


Satisfaction from Helping Other

Increases Confidence

Boosts Self-Esteem

I'm gonna let a
real professional
do some of the
talking...



Networking = 'proactive approach to meeting people to learn with the hopes of helping them'

'it's about the connection'

'we dynamic'

'the better connections you make, the more successful you will be'

Why Network?

“Most of us recognize that networking is beneficial to our careers. Yet for some reason, we only think of its benefits when we are job hunting, but connecting with other professionals can help with every aspect of career development so don’t just reach out to other professionals in times of crisis; rather **invest in these relationships throughout your career.**”

– Mariliza Karrera

‘Strategic’ Networking Tips

- When attending ‘networking’ events, conferences...
 - Try to find out in advance who is attending, research web pages/bios and identify potential items/questions for discussion
 - Practice... Michael Goldberg Advice: [PEEC Statement](#)
 - Bring business cards
 - Participate, ask questions, be visible
 - **Careful of the booze!**
- After you ‘connected’...
 - Connect on LinkedIn
 - Write something distinctive on the back of their business that will boost your memory later

‘Serendipitous’ Networking Tips

- Forget your personal agenda
 - Network to forge connections, not meet a personal need
 - Play ‘matchmaker’
- Focus on active listening rather than speaking
- When you do speak about yourself, speak to ‘why’
- Don’t dismiss people as unimportant or confine networking to people who seem immediately useful
- Remember you only make a first impression once... ‘be smart about how you carry yourself’
 - Be friendly, SMILE, mind your body language, mind your manners, say THANK YOU, etc.

GROUP Activity

What Can You Do?

Show Up

Take a Class

Engage

Volunteer

Challenge Yourself
Professionally

Try Something New

What Can SCORE Do?

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References

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