Networking Know-How

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QUT Careers & Employment
Services for Students

Careers Fairs
- Careers and Futures Fair
- Education Careers Fair
- International Careers Fair
- Virtual Careers Fair

Career Mentor Scheme

Career Counselling
Specialising in:
- Undergraduate
- Postgraduate
- International

Graduate Outcomes

Job Seeking Resources

Job Vacancy Lists – Register with CareerHub!
- Casual Jobs
- Graduate/postgraduate jobs
- Jobs whilst studying
- Vacation Jobs
- Workshops

On-Campus Company Presentations

Resource Guides and Publications

Work Experience Insurance

Workshops and Workbooks

Resume Checking
- Response in 5 working days
- Email careers@qut.edu.au

Access to Going Global
Agenda...

– Welcome & Introductory activity

– Guest Presenter: - Professor Acram Taji

– Networking and my career
  – Break

– Tips, getting started, and practice

– Review and feedback
What I feel about networking...

• Scale of 1 - 10
  Love it    Terrifying

• What are your key thoughts/feelings when you hear the word – networking?

• Discuss in small groups
Some things to think about

• Did you introduce yourself?

• Did you find anything you have in common?

• Did you make a connection with anyone?
Career Planning Model

Decision Making

Self

World of Work

Influences

Understanding

Implementation

Goal Setting

Review
Professor Acram Taji
Why is it important to network?

To make **new contacts** and **build mutually beneficial relationships**

- Tap into the **hidden job market**
- To find out about what a role **involves**
- To enable you to **get the right outcome** for you
- Potentially **extend your work** into a different area
- Opportunity to look for **collaboration**
- More input on the **design and direction** of your future work
Types of Networking

• **In/Informal events** (like this one)
  – Conferences, seminars

• **Social networking sites**
  – MySpace
  – LinkedIn
  – FaceBook

• **Through people you already know**
  – contacting, meeting, or being introduced to people
But I don’t know anyone…..

Sure you do!!!

Family
Friends
You
PhD’ers
Friends
Workmates
Supervisor
Academics
What can I offer?

Know your **skills** — Postgraduate Capabilities

1.  *High Level Communication*
2.  *Advanced Teamwork*
3.  *Knowledge and Research Problem Solving*
4.  *Research Career Learning*
5.  *Technical Research Skills*
6.  *Self and Project Management*
7.  *Research Conduct*
8.  *Leadership*
9.  *Creativity*
10. *Enterprise*

- Up to date **research** knowledge
- **Interest** in their area!

REMEMBER: Networking is about creating mutually beneficial relationships
Comfort
Break

During the break,

Find at least one person who would be part of your networking web
Networking humour

Dude, are you on Facebook?
Uh, no.
You're not on Facebook?

Who's not on Facebook?

You're not on Facebook?
He's not on Facebook.

What's the big deal, anyway? What do you use it for?
Uh...
It's a tool for you know...

Networking?

Sign me up!

WWW.PHDCOMICS.COM
Networking tips

Who increased their networking web during the break?

CONGRATULATIONS – you have just started building a network

Was it as hard as you thought?
Where can this be replicated?

- Going to a conference?

- Check out the profile of people attending/presenters
  - research recent articles
  - conference presentations
  - career history

- Identify potential links
  - research
  - career
What are the top 10 networking topics?
The top 10 best networking topics

1. Weather
2. The Function
3. Sport
4. Work
5. Travel/holidays
6. What you have been doing recently
7. Current news/events
8. Food and lifestyle (pets etc)
9. Health and fitness
10. Environment
Activity

• Networking cards
Entering a group

If people are leaning in towards each other they are probably gossiping – stay away

If leaning out OK to approach!

Pick a group that has spaces for you to slot in to

Within 30 secs someone should notice you so if not move on
Exit routines

• Don’t worry about leaving others
• Take the person with you
• Off load them to someone else by taking them to someone you know
• When leaving say thank you for ..............
• So lovely to meet you
• I promised myself I’m going to meet 8 people tonight................
What can I ask?

• Can you give me a brief description of your work/research?
• What do you most enjoy about your research/job?
• What have been your key achievements?
• What future research are you planning?
• What key skills would someone need to start working in this area?
• What advice would you give to someone wanting to start in this career?
Let’s practice
Food, drink and you

• Etiquette about eating, drinking, and talking

• Are breakfast meetings really for breakfast?
Ten tips for networking

1. Don't network just to network
2. Start small and build it
3. Stop apologising
4. Be prepared
5. Be yourself
6. Tap into your passions
7. Always ask – information, introductions
8. Be a good listener
9. Follow up & be generous
10. Never eat alone!

From Inc. Magazine, Jan 2003 – Tahl Raz

www.cio.com/article/print/164300
It's not just about what you know, it's not just about who you know

It's about what you know and it's about who you know
Can you help?

Postgraduate Career Advisors Network Forum
Tuesday June 29 – around lunch time

3 PhD students to talk (10-15 mins) about perspectives on career development

- Career plans
- What Career Development Activities would be/are useful?
- What skills do you think you are developing during your research degree?

Email Shari – sp.walsh@qut.edu.au
Contact Careers and Employment

LOCATION

Gardens Point Campus:
Level 2, U Block
(Above the Art Museum)
Level 2, X Block
Reception: Room X226

Kelvin Grove Campus:
Level 4, C Block
(Above the Refectory)

OPENING HOURS
Monday – Friday
9am – 5pm

PHONE
Gardens Point: 07 3138 2649
Kelvin Grove: 07 3138 3488

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WEBSITE
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