NETWORKING

Spiderman is your hero. Build webs.
Networking made simple

- Attend
- Smile
- Observe
- Talk
- Listen
- Follow up
Attend

* Just go!
* Career talks, careers fair... (15 in the past month?!)  
* (Student) TechMeetUp  
* Girl Geeks Dinners  
* Hoppers  
* Distinguished lectures
Representing you

* Smile
* Stand straight
* Relax
* There’s a reason they hand out drinks! Hold on to it
Observe

* One of the best - often underestimated - learning techniques
* What are others doing?
* Who are interesting people for you?
* How do they network?
* Approach a conversation and just listen
Talk

- Chat with everyone
- Make sure to talk to a few key people
- Use names
- Smile
What do I talk about?!

- “I’m a student” (= willing to learn)
- Ask about their job (= shows interest, gives you insight into job)
- Mention your interests (= key for conversation to progress)
- By this point, you will already have gained
Listen

- Cannot stress this enough
- Tone? Words? Gestures? Facial expressions?
- Do they like their job?
- Do they inspire?
- File personal information for future use!
- Be interested
Key people

- Similar interests
- Someone you look up to
- Do what you would like to do
- Could help you
Follow up

* Again, cannot stress enough
* Email within a week or so
* “Was lovely meeting you. Hope you are well.”
* Depending on conversation: interesting response?
* Revisit
* Make contact list
LinkedIn

- Is awesome
- Is not facebook
- Is useful
- Companies do use it
“To be...”

* Interested
* Honest
* Enthusiastic
* Modest, but confident
“..or not to be.”

* Bored
* Rude
* Someone who doesn’t shut up
* “Too” anything
* Drunk
Practice

- This all applies to real life
- Friends, tutors, lecturers
THE INFORMAL JOB MARKET

You still need to wear that suit
What do you mean, informal?

* No official, publicised role
* People are always looking for the right people
* 80% of the jobs are filled like this...
How?!

- Build a professional relationship
- With people in the organisation that do hiring
- Long before they’re looking for the right person for the new job
To clarify

* You go network
* You meet nice people
* You stay in touch
* And suddenly they’re looking for a hire
* And you might be the perfect candidate!
Why is this done?

- These people might not have the right qualifications?
- Knowledge can be taught
- If a person ‘clicks’ with the organisation however...
- After a while, the company gets to know you
- Better than any other potential interview candidate
- Makes for a more motivated employee as well
SO - GO NETWORK!