Pre-Health Networking 101

THE BASICS ON FIGURING OUT YOUR NETWORK AND UNDERSTANDING THE RESOURCES AVAILABLE TO YOU.

FALL 2014
Today’s Topics

- Know your Goals
- Your Current Network
- Connecting with Faculty
- Hiatt Resources
- Ways to connect with individuals not currently in your network
Know Your Goals!

WHAT IS IT THAT YOU HOPE TO ACCOMPLISH BY NETWORKING?
Know Your Goals:

Networking is not a sleazy, shake-every hand, make sure everyone knows your name endeavor.

You should think about what you hope to get out of each experience when it comes to networking.

What do you hope to accomplish?

Are there other goals that you may have not listed here?

- Find out more about a field
- Get to know faculty members in anticipation of letters of recommendation
- Find a shadowing or internship experience
- Connect with others who have similar interests
Your Current Network

- Friends
- Acquaintances
- Family
- Friends of Family/Family of Friends
- Previous (or current) work or volunteer connections
- Faculty
- Organizations
  - Pre-Health Society
  - Other organizations you are involved in
Connect with Faculty

HOW TO CONNECT, ESPECIALLY EARLY IN YOUR ACADEMIC CAREER
GO TO CLASS, LAB, and RECITATION SESSIONS!

Really, do I need to say anything more?
Sit in the “T-zone”

- Especially in large classes there are seats that are more visible to a professor/presenter. These seats are known as being in the “T-zone”.
- These seats are typically in the front and/or along aisles.
- Sitting here regularly can help a professor recognize that you are in a large class, particularly if you participate (or fall asleep).

Blue “seats” indicate general locations of the “T-Zone” in each room scenario.
Participate in Class

Don’t wait for the professor to starting calling on random people. If you have a question or something to say (in a large class raise your hand) or the professor has asked a question of the class, volunteer a response.
Introduce Yourself!

- Whenever you interact with your professor(s) introduce yourself.
  - At least until you’ve had a significant number of meetings or they greet you by name.
    - Before/After class, you can say: “Hi Professor So and So, I’m Sarah.”
    - Not in the classroom, try introducing yourself with more information: “Hi Professor So and So, I’m Ben. I’m in your [science] class.”
Chat with your professor informally before/after class

- Use this time to clarify a topic/question.
- To mention that you enjoyed the subject today or the reading last night.
- To wish them a good day or ask about their holiday; other niceties.
- Invite them to an event you are participating in.
Office Hours

- Go!
- Introduce yourself
- Ask questions or participate even if you don’t need help
  - If you found a particular topic interesting, you can follow up and learn more about it.
  - Bring up a related topic that you saw or read outside of class.
- Seek advice or find commonalities with your professor
  - Ask questions about your professor’s experiences
    - Why did they choose the field they are in?
    - What experiences have they had that led them to teaching or their particular research interests?
    - What experiences did they have that made them think about a different path/career?
Take Your Professor to Lunch

- Use your guest meals or take advantage of the Student Union’s “Take Your Professor to Lunch” voucher program.
- If you don’t feel comfortable going alone, get another friend or two to invite the professor with you.
  - Try a group of 3-5 including the professor; you don’t want to have it be too large a group that you can’t interact.
- Have questions you want to ask or things you want to talk about.
  - See the suggested topics in the Office Hour slide
  - You could also ask about pets/kids, favorite TV show, or favorite place to visit.
  - The options are endless. This is a great opportunity to get to know them as a person not just their faculty-selves.
There are other places on campus that you might find resources. Hiatt is an important component in building your network.
If you are new to Hiatt Career Center, you first need to get connected with B.hired.

- You will receive email updates as well as then be able to access Hiatt’s online resources.

**Getting Started with B.hired** exercise

- Go to: [http://www.brandeis.edu/hiatt/index.html](http://www.brandeis.edu/hiatt/index.html)

- Look for “B.hired Student Login”
  - Log in with your UNET ID and password.
LinkedIn
If you do not have a LinkedIn profile yet, you should begin to build one.

www.linkedin.com

• Hiatt’s LinkedIn Guide
  ○ Will help you to learn to use LinkedIn in a useful and appropriate way to connect with alumni and explore opportunities.

• Hiatt’s LinkedIn Group: Brandeis University Career Connections
  ○ You can use access to this group to search for alumni by career field, location, what they studied, etc.
  ○ A great resource for getting connected for informational interviews and referrals.

• Go to http://www.brandeis.edu/hiatt/network/linkedin.html

• Fulfill Hiatt’s Networking Requirements
  ○ Sign the social responsibility & integrity contract, watch the online workshop and complete the quiz to gain access to the LinkedIn group.
Wisdom Wanted Ads

From Hiatt: Wisdom Wanted ads are specific requests for career advice that the Hiatt Career Center sends to our volunteer list on a quarterly basis. Students and recent graduates can write ads seeking advice on a variety of topics, from grad school applications to job opportunities in a specific field. When volunteers want to respond to your ad, they will contact you directly via email.

- What: Ads that you write to connect with alumni and friends.
- Why: To seek out individuals for advice or wisdom on a variety of topics. These are not limited to science or health care.
- When: You may write a Wisdom Wanted Ad at any time, in any year. They are sent out quarterly to Hiatt’s volunteer list.
- How: Submit the **Wisdom Wanted Form**
  - You must:
    - have attended a networking workshop (online or in person) and completed the online quiz.
    - Sign and submit Hiatt’s social responsibility & integrity contract.
Networking Events

- Industry Night Drop-In Hours
  - Wednesday, November 11, 1-4pm

- Workshop: How to Work a Room – Tips for Networking at Events
  - Thursday, November 13, 12-1pm

- Workshop: Using Social Media to Make Contacts & Research Companies
  - Thursday, November 13, 1-1:45pm

- Workshop: Industry Night Follow Up Strategy Sessions
  - Thursday, November 20th, various times

- Follow Up! Using LinkedIn to Build Your Network and Maintain Relationships
  - Thursday, November 20, 12-12:30pm
NOW THAT YOU KNOW HOW TO GET STARTED, HOW DO YOU ACTUALLY CONNECT WITH PEOPLE?
Conferences/Events and Organizations

- **DO** join groups/organizations that interest you and attend conferences that also interest you.
- **DO** talk to a number of different people. Make eye contact, smile, make it a point to talk to one person that you don’t know at a meeting or event.
- **DON’T** go in with the outlook of the Honest Chicken.
- **DO** get the contact information of someone you had a nice conversation with.

While it is very tempting to enjoy spending time with people you may not see very often at meetings or events, you are missing out if you only talk to people you already know.

Make it a goal to chat with one person whom you don’t know. Approach someone who is by themselves or a small group. If someone you know is talking to someone you don’t, join them and introduce yourself.

Develop strategies you feel comfortable with in meeting others. Pair up with a friend and talk to another pair of people, for example.
Reach out...

- You’ve set up a LinkedIn Profile, sent out a Wisdom Wanted Ad, you’ve joined some clubs, gone to a conference, etc...

- Start with an email, InMail, or short call (to someone you know personally). Hiatt has an “outreach template” you can download.

- Ask Questions! While volunteering or at work, get to know the people around you. Even if their job isn’t what you want to do specifically, ask questions!

- Set up an Informational Interview with those individuals who are doing what you want to do.
Informational Interviews

• What is an Informational Interview?
  ○ This is also known as a “conversation to find out more about what a person does”.
  ○ It is a conversation – in person or over the phone – that lasts about 15-30 minutes at most.
  ○ You should have questions prepared that you want to ask the person with whom you are speaking.
    ✷ Why did you choose this field?
    ✷ What are the best parts of your job? What do you enjoy the least?

• How is this useful?
  ○ You could learn more about the field that you are interested in.
  ○ If your conversation goes well, you may feel comfortable asking if shadowing were a possibility. Or, to be kept in mind if a position were to open up.
  ○ They may not be the best resource, but if you ask intelligent questions, are polite, and show genuine interest, you may be referred on to someone who is a better fit.
Tips

- **Be Polite**
  - Always be polite, even if the person ends up not being a great resource for you. You never know what connections they may have or if your paths will cross in the future.

- **Be Prepared**
  - To talk about your own interests and why you want to connect with someone.
  - To have questions to ask (write some down ahead of time). YOU are in charge of the informational interview.

- **Be Interested and Engaged**
  - Listen to the other person! Ask follow up questions!
  - If the person isn’t talking about what you are specifically interested in, have a question ready to get to that topic. Don’t check out.

- **Keep It Short**
  - Keep an eye on the time. As you get close to the end of your agreed upon time, wait for a break in the conversation and then thank the person for their time.

- **Follow Up**
  - Ask for a card or contact information.
  - Send a thank you email that is specific to that person (mention a topic that you talked about, for example).
  - If you had a good conversation/connection, ask to stay in touch or be considered for future opportunities.
Questions?

CONTACT PRE-HEALTH ADVISING

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FOR APPOINTMENTS CALL ACADEMIC SERVICES AT 781-736-3470

QUICK QUESTIONS DROP-IN APPOINTMENTS
MONDAY – FRIDAY, 1:30-2:30PM