networking in the USA
Meet your presenter

name  home institution  major  excited about
Now it's your turn...

name  home institution  major  excited about
Networking?
What is networking?

- From Merriam-Webster: The cultivation of productive relationships for employment, business, and personal reasons.

- Or, more simply ... Making connections with other people.
Networking Myths

- It's manipulative.
- Only for extroverts.
- You are bad at it.

networking myths
But do we network?

• To learn more about potential career paths, industries, or organizations.

• To ask for advice or tips on how to achieve career goals.

• To meet people and build relationships that may be valuable in the future.

• Because at some point, you’ll most likely be able to offer something in return.
The Informational Interview

A meeting in which one person seeks advice or information on a specific major, career path, industry, or company (but it could also be about other things). The person requesting the meeting drives the conversation.
tips to networking

- Tell them your story
- Use open-ended questions
- Be a good listener
- Have questions ready
- It's ok to talk about normal things!
- Read social cues
H.A.N.D SHAKE

Hold eye contact

Don't over-shake

Nice Smile

Adjust grip
Conversation Tips and Tricks

- Use open-ended questions.
- Be a good listener.
- Have your go-to questions ready.
- It's okay to talk about normal things.
- Read the social cues.

YOUR TURN
For each round, introduce yourselves and practice your handshakes.

Round 1: Talk about a favorite trip you’ve taken.
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Round 2: Share why you decided to participate in an exchange program at UW-Madison
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Round 3: Talk about your favorite meal or food—why is it your favorite?
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Round 4: Share one goal you have for this semester. Why is it important to you?
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Round 3: Talk about your favorite meal or food—why is it your favorite?

Round 4: Share one goal you have for this semester. Why is it important to you?

Round 5: Talk about something you’ve done that has scared you, but that you’re still glad you did.
Final Thoughts