

# PROFESSIONAL NARRATIVE & NETWORKING TIPS

## Let's Talk Networking

Networking is the development and maintenance of mutually valuable relationships.

Networking allows you to exchange resources, expand your professional network beyond your degree, and open up opportunities for internships, jobs, and collaborations. It is estimated that approximately 70% of jobs are filled through networking.

### Networking 101

- It starts way before you need a job
- It isn't always about knowing the rich and powerful
- It isn't just about what you know, but whom you know, and more importantly, who knows you
- It's how most people get jobs
- Leveraging LinkedIn is the new normal

### Conversation Starters

- How did you get into your field?
- What is a typical day like for you?
- How would you describe the corporate culture?
- What skills are required in your position on a day-to-day basis?
- What is unique about your company?
- What advice do you have for someone looking to get into your field of work?

### Networking Do's

- Be genuine and authentic while building trust and relationships
- Develop goals for each networking meeting
- Do your research Visit groups that spark your interest Hold volunteer positions
- Ask open-ended questions
- Develop a reputation for being a valuable resource
- Articulate what you are looking for and what you do
- Follow through quickly and efficiently on referrals Understand the needs of the people with whom you are networking, offer some value to them
- Try to contact one person a day
- Go beyond your industry
- Prepare a 30-second pitch

### Networking Don'ts

- Demonstrate a lack of action
- Be too informal too soon Lack focus
- Practice G.A.P.S (Gum, Alcohol, Perfume, Smoke)
- Ask for too much Demonstrate a lack of follow-through
- Forget to have fun

### Misconceptions of Networking

- It's just using people
- It's for people who already have "connections"
- You only need it if you're going into business
- "I'm smart - I don't need to network"



CONTINUED ON THE BACK 

# HOW TO CREATE YOUR PROFESSIONAL NARRATIVE

## Your Professional Narrative, aka 30-Second/Elevator Pitch

A professional narrative for a graduate student is a cohesive story with a theme and arc that answers the question, "What do you do?" in a clear, concise, and compelling manner. Unlike a CV or resume, which focuses on a chronological list of facts and duties, the narrative focuses on why you did the work, how your various experiences connect, and who you became as a result of your academic and professional journey. It will look something like this:

### KEY ELEMENTS

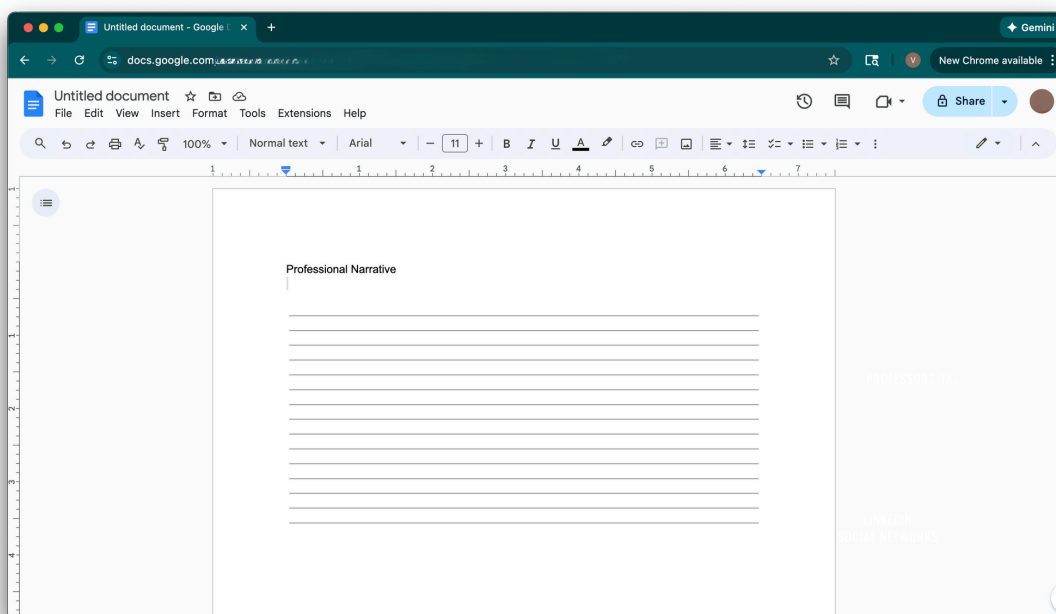
- **Identity:** Defining your primary role or specialty.
- **Journey:** Connecting the "dots" of your research, teaching, or clinical experiences into a logical, driven path.
- **Value:** Highlighting recurring themes and core strengths to show the unique impact you make.
- **Vision:** Explaining your future goals and how your graduate training positions you to achieve them as a forward-thinking candidate.

### EXAMPLE: 1<sup>ST</sup> PERSON VOICE (TYPICALLY FOR LINKEDIN OR NETWORKING EVENTS)

*PhD Candidate in Psychology specializing in Organizational Behavior, with a proven track record of research in employee retention and work-life balance. I bridge the gap between complex data and organizational strategy, providing evidence-based solutions for workplace culture. I am eager to apply my research and teaching expertise toward building more sustainable team environments in an HR Consulting capacity.*

### EXAMPLE: 3<sup>RD</sup> PERSON VOICE (TYPICALLY FOR CV, RESUME)

*PhD Candidate in Psychology specializing in Organizational Behavior, with a proven track record of research in employee retention and work-life balance. Bridges the gap between complex data and organizational strategy to provide evidence-based solutions for workplace culture. Dedicated to applying research and teaching expertise toward building sustainable team environments in an HR Consulting capacity.*



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