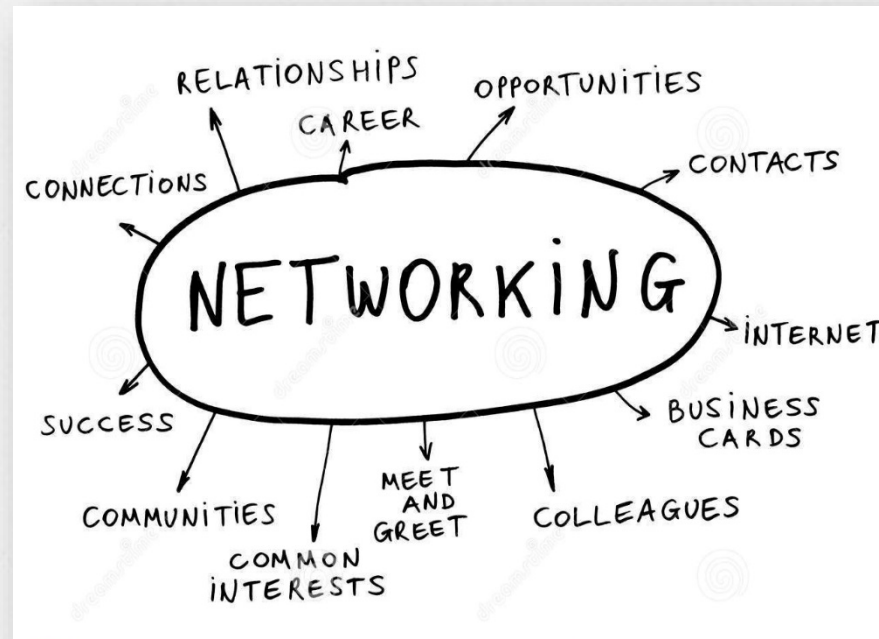


Networking Strategies for Introverts



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True or False?

- o Networking means approaching people you don't know



FALSE!

- o Networking simply means *relationship building*.
- o Meeting new people is a significant part of networking, but learning from people you already know is also a fundamental part



Source: Cornell University, College of Arts and Sciences Career Services

True or False?

- o "I should start networking when I'm ready to look for a job!"



FALSE!

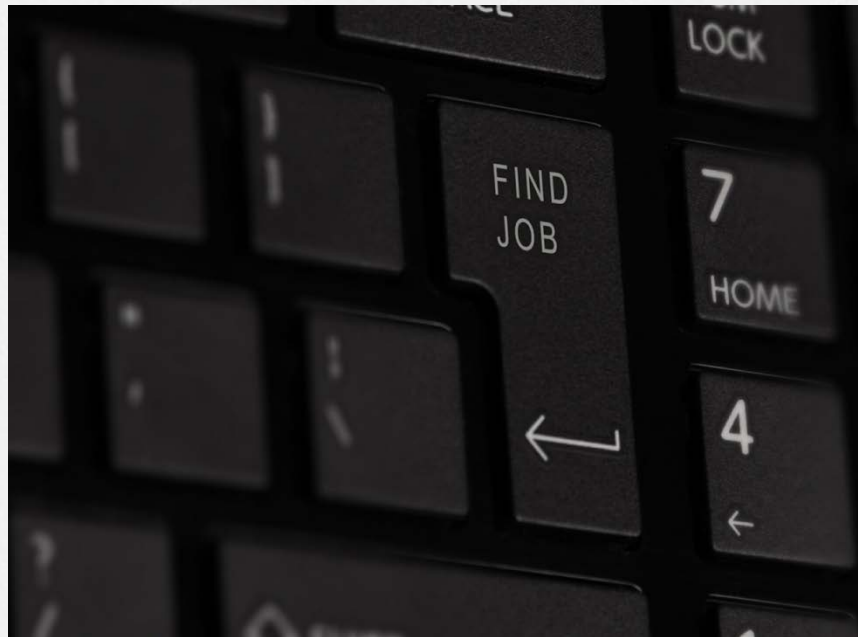


- o Networking is NOT about meeting people to ask for a job.
- o It's an **ongoing process of relationship building** that may result in a variety of opportunities opening up for you, including possible job prospects throughout your lifetime.

a loose definition...

A process of cultivating and maintaining relationships in which a mutual exchange of information, advice, and support facilitates the growth, success, and happiness of ALL involved.

If Networking is NOT asking for a job,
then how does it help job seekers???



How people **think** you find jobs



How people actually find jobs



Barriers to Networking



Don't know where to start?



Planting seeds of favorable impressions



Lead to growing networks



Networking-Large or Small



- o Make it work for you
- o Think about what is comfortable for you
- o Lots of people vs. select few



Shift Perspective

- o Remember: Networking is all about making real, authentic, human connections.
- o Be genuine. Get curious.
- o Everyone has a story to tell.
- o Ask questions and *actively listen*.



Source: How to Network When You Hate Networking: Mastering This is Essential for Career Success, U.S. News & World Report (August 2013)

Learn to *love*...well, at least maybe *like* networking

1. Focus on learning and concentrate on the positives
 - o "Promotion" vs. "Prevention" mindset study
2. Identify Common Interests
3. Think Broadly About What You Can Give
4. Find a Higher Purpose



Source: Learn to Love Networking. Harvard Business Review.
Casciaro, Gino, and Kouchaki, May 2016

Approaching People

- Ask for introductions from your identified network
- Attend events with a friend who is more outgoing and ask them to help you
- Attend events and observe others
- Create a plan – elevator speech, anticipate questions, have questions ready – get them to talk about themselves

**Remember, networking is like a muscle you have to develop, not an inherit quality, strength or trait.*



Converse with Confidence

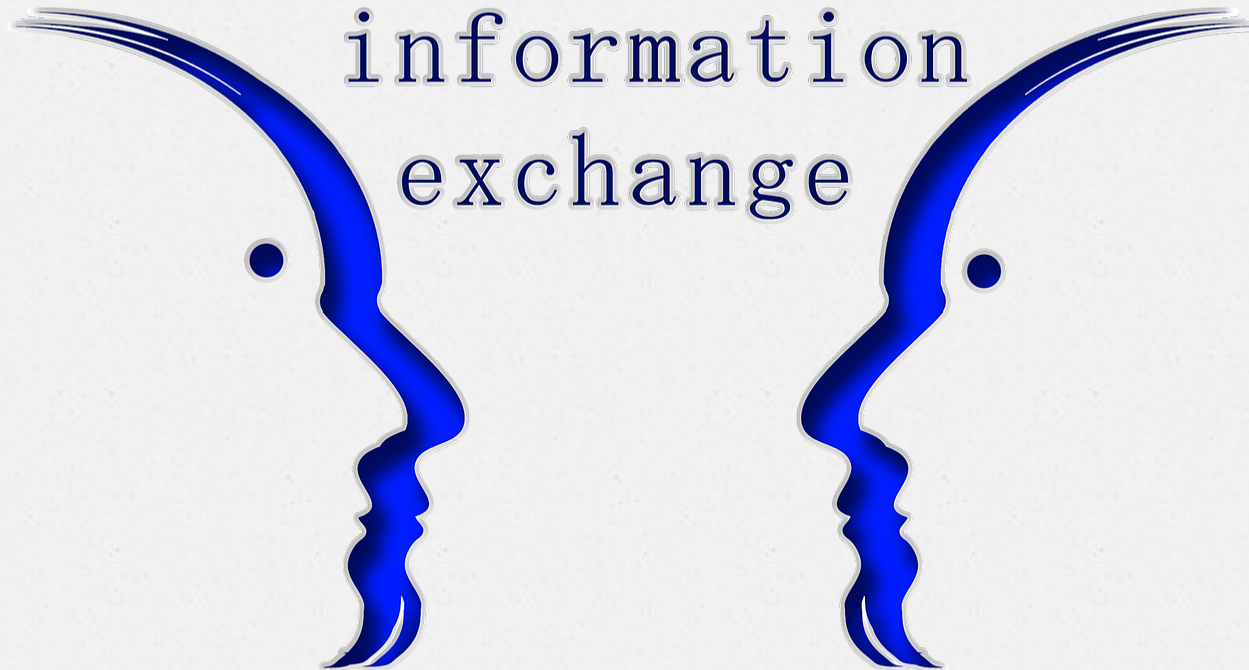
- o Enter the conversation
 - Rule of "3"
- o Keep it going...
- o End it appropriately



Signs you're not good at small talk



information
exchange





Important things when
making a first
impression...

1. Smile



2. Eye contact



3. Handshake



Own Your Personal Intro

30-60 sec. tops

- o 1. Who are you?
 - Name/Major/Passion

- o 2. What are your skills/
experiences/
accomplishments?
 - What makes you stand out?

- o 3. Why are you here?
 - Goal



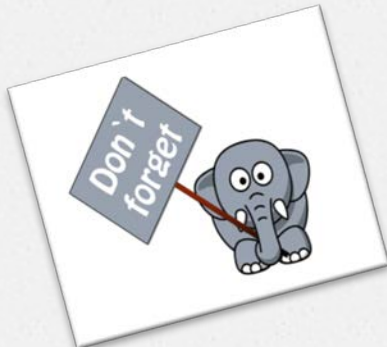
Practice!

- o Pair up with someone you don't know
- o Remember the "3 things"



Don't Forget To Follow Up

- o Networking IS NOT about meeting as many people as you can; it's about making **meaningful connections** with the people you meet.



LinkedIn & Networking



[LinkedIn for Students](#)

Thank you! Questions?



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Drop-In Hours : Monday –Thursday
11:00AM – 2:00PM
(Summer: M, T, Th-12pm-2pm)

Appointments: Monday – Friday:
8:30AM – 5:00PM