

# A Practical Networking Workshop

Hosted by *MCB295: Careers for Life Science PhDs* and *MCB Graduate Student Alumni Association*

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## SOUL-SEARCHING

When you think about what you want in a future career, there are three main things to consider:

**Content**  
What do you want to work on?

**Lifestyle**  
How do you want to balance life outside of work?

**Environment**  
Where do you want to work, and who do you want to work with?

It will probably be difficult to find something that satisfies all of these components. To start, let's consider some **lifestyle** and **environment** options. For each option, mark an X along the line to mark where you are now.

Set Hours	_____	Flexible Hours
Office	_____	Home
Travel	_____	No Travel
Solo	_____	Team
Benchwork	_____	Desk Work
Risk-taking	_____	Secure
Many Hats	_____	Defined Role

Now, go back and mark an O along the line for where you would ideally like to be. Keep these in mind as you decide your future position!

Let's think about **content**. Here are some broad categories of things that you could do. Circle something that interests you.

Research

Advocacy

Education

Business

Data

Other

Name 3 reasons why that interests you:

1.

2.

3.

Name 3 reasons why you are hesitant:

1.

2.

3.

What are two questions for someone in the field?

1.

2.

## II: THE ELEVATOR PITCH

The elevator pitch is a 30-second introduction that you give to someone as you ride together in an elevator. You don't have much time, so you have to pack in as much punch – without being obnoxious. Here are some good questions to start thinking about your pitch. Write out bullet points on the left, and then put it into one sentence on the right.

a. Who are you?

b. What do you do?

c. What do you want?

d. Why should I care?

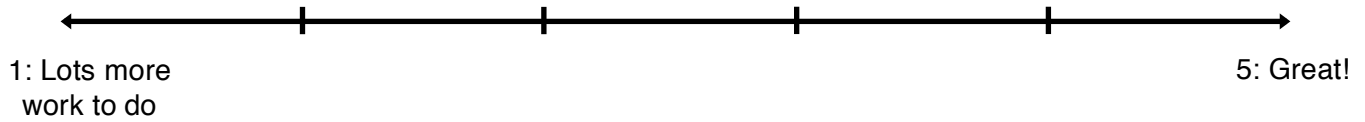
2. Now, try combining this into a coherent statement. Try a few iterations- different lengths, audiences, written vs spoken. This is the start of your elevator pitch!

### III: THE BEFORE, DURING, AND AFTER A NETWORKING SESSION

*This section will be a presentation. Feel free to take notes here.*

#### IV: REFLECTION & FEEDBACK QUESTIONS

1. On the following scale, what is your general impression of how you did during the networking session?



2. What is something you did well?

3. What did not go as well as you hoped?

4. What did you see someone do or say that you thought was really good?

5. Get peer feedback from 2 other people who you spoke with. Be honest and constructive!