A Practical Networking Workshop

Hosted by

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Welcome!

Goal of this workshop is for you to take networking tips and advice and apply it to practice.

1. Presentation + Self-worksheet

2. Formal Networking Session

3. Peer Feedback and Reflection

4. Informal Networking & Mingling
Soul-Searching

• What do you do now?

• What do you want in the future?

Content  Lifestyle  Environment
Soul-Searching

Set Hours

Flexible Hours

Where are you right now?
Set Hours

Flexible Hours

Where do you want to be?
Content

- Research
- Advocacy
- Data
- Education
- Business
- Other
The Elevator Pitch

• “So...what do you do?"

Who are you?
I’m Cindy, and I’m a grad student studying biochemistry at Berkeley.

What do you do?
I make biosensors by engineering RNA to recognize and bind to certain small molecules so that we can detect them in cells.

What do you want?
I want to transition out of academia, so I’m looking for opportunities in industry research.

Why do I care?
[Tailor your pitch to your audience – this will affect how much detail, how much jargon, how you speak, etc. Be engaging!]
The Elevator Pitch

• “So...what do you do?"

Who are you?
I’m Shion, and I am a graduate student at UC Berkeley, studying protein biophysics.

What do you do?
I study how mutations affect different properties of a protein—such as stability and activity—so that we can better understand and predict sequence-to-function relationships.

What do you want?
I am a 4th year graduate student, and I am starting to look into different career options after my PhD.

Why do I care?
[Tailor your pitch to your audience – this will affect how much detail, how much jargon, how you speak, etc. Be engaging!]
The Elevator Pitch

Written vs. Spoken

I engineer RNA to create biosensors that recognize and bind to small molecules so that we can detect them in cells.

I work with RNA and engineer it to create biosensors, so I take advantage of the fact that RNA can fold into a lot of different shapes, and then I engineer it to bind to a particular small molecule that we’re interested in detecting, and then we can express it in live cells and follow where that small molecule is.
Before the Networking

• Pre-Networking Homework
  • Business Cards – easy to make and good way to stand out
  • LinkedIn Profiles – make yourself identifiable and recognizable

• Know what you want
  • Learn about the companies (Glassdoor.com)
  • Come with a list of questions
    • Personalize!
Sample Questions

- What do you do on a day-to-day basis?
- What type of people do you interact with?
- How did you get to where you are?
- How did you decide this was a field you wanted to pursue?
- Where do you see yourself in X years?
- What do you wish you had done in earlier in your PhD to prepare for a job?
During Networking - Formal

• Be polite
• Be authentic
• Be personable
• Don’t say sorry, rather, say thank you
• Be generous – what can you provide?
• Be a good listener – nod, “mmhmm,” etc.
• It takes two
  – don’t be deterred if it feels awkward, it might not be your fault!
During Networking - Informal

• Breaking into a crowd
  – Don’t hover for too long.
  – Introduce yourself
  – Ask a question

• Speaking in a “group”
  – Try to keep everyone involved
  – Side conversations are ok!

• Breaking out of a crowd
  – Acknowledge your exit with a thanks.
After Networking

• Follow up within 24-36 hrs of the event
  – LinkedIn
  – Email
  – No contact method? Ask event organizers

• Content: What do I say?
  – What stage are you at right now?
  – What would be most helpful to you?
After Networking - an example

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Hello! I had the pleasure of meeting you yesterday during the post-lunch mingling at the Research Open House. I'm currently a 4th year graduate student in Susan Marqusee's lab at UC Berkeley, and I am looking into summer internships opportunities in biotech.

We weren't able to discuss this in detail yesterday, so I wanted to follow up with you regarding internships at

I wanted to learn more about what types of projects interns typically work on (particularly those with a biophysics/structural background) and how the application process is like. Would you be available to answer a few questions for me sometime?

Thank you so much,

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