



ROCKY VISTA
UNIVERSITY

NETWORKING

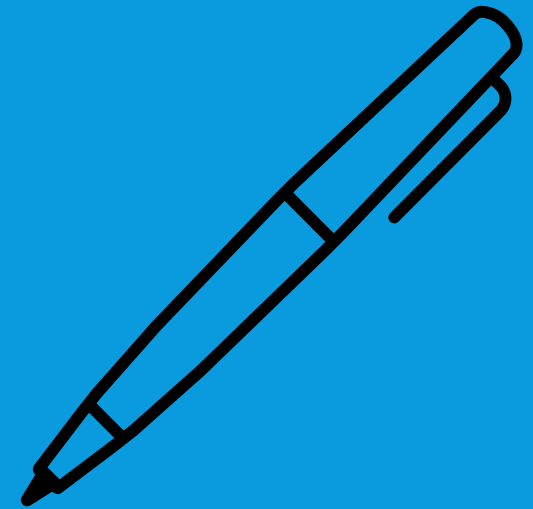
Career & Professional Development Team

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AGENDA: NETWORKING

1. NETWORKING 101
2. WHERE TO NETWORK
3. INFORMATIONAL INTERVIEWING
4. INITIATING A CONVERSATION
5. AFTER THE NETWORKING: WHAT NOW?



Medical Professional Identity



Provide an ethical framework to work within



Enables strong decision making



Fosters confidence



Cultivates collaboration and teamwork



Assess values and conduct in the workplace

NETWORKING: WHAT



- Whatever you do, do it with **intention**
- "Networking can help you assess where you are, where you're going, and where you want to be, and it can introduce you to new friends that may one day become colleagues or research partners."

NETWORKING: WHY

- Build relationships
- Find mentors
- Find research opportunities
- Establish connections for later in your career
- Plan for one year out, five years out, ten years out
- Find volunteer opportunities



NETWORKING: WHO?



Potential
Faculty



Doctors in
the field



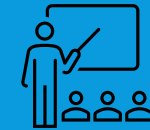
Researchers



Student
Doctors



Scholars &
Authors



Mentors/
Alumni



Fellows

WHERE TO NETWORK

- In-person conferences
- Virtual conferences

WHERE ELSE DO WE NETWORK?

- LinkedIn (stay tuned!)

DEFINE YOUR NETWORKING GOALS

| GOAL SETTING: | Networking Event | Who Do I Want To Meet? | What Do I Want? | What Can I Offer? | Where Can We Meet? |
|------------------|----------------------|------------------------|------------------------|--|--------------------|
| EXAMPLE 1 | In-Person Conference | Dr. Miller | Mentorship | My research project | Social Mixer |
| EXAMPLE 2 | Virtual Conference | Dr. Miller | Research Collaboration | Specific Skills (data analysis, transcription) | Panel Presentation |

IN-PERSON CONFERENCES

- ✓ Show up early, don't leave early
- ✓ Bring business cards, if you have them
- ✓ Bring writing tools
- ✓ Ask questions, don't give comments
- ✓ Be mindful of presenters' time
- ✓ Do research about the presenters for the panels you're attending
- ✓ If you have a name-tag, wear it (and if you don't have one, make one)

VIRTUAL CONFERENCE

- ✓ Show up early and don't leave early (unless the presenter has said it's okay)
- ✓ Keep your microphone on mute
- ✓ Try and be in a quiet place during the presentation
- ✓ Abide by camera on/camera off specifications of the presenter
- ✓ Always be prepared to be on camera
- ✓ Have a profile picture uploaded to your Zoom account & a professional name (i.e. your name)
- ✓ Be active in the chat—ask questions, respond to questions, make affirming comments

ONLINE GROUPS & COMMUNITIES

Join professional organizations or follow social media (Reddit, Facebook groups, Twitter, and LinkedIn)

Once you join the groups stay active. Post questions or comment.

Email list serves can be a great way to stay up to date and in contact. Many professional organizations have these that you can sign up for.

INFORMATIONAL INTERVIEWING

What is an informational Interview?

A 20-60 min conversation with a person who could be helpful to you

Why are informational interviews useful to you?



Explore specialty options



Research for future interview



Research an organization

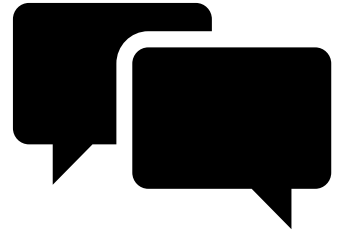


Establish a professional relationship

| PREPARATION | CURRENT ROLE | CAREER GOALS | ADVICE |
|--|---|--|---|
| 1.) How did you pick your specialty? | 1.) What is a typical day like for you? | 1.) What are you interested in researching in the future? | 1.) What professional organizations do you find useful? |
| 2.) What other specialties were you interested in? | 2.) What do you enjoy most about your day to day? | 2.) Are you planning on pursuing any fellowships? | 2.) What advice to you have for someone interested in this specialty? |
| 3.) What activities prepared you for this role? | 3.) If you weren't in this specialty, what other fields would you be interested in? | 3.) Do you expect to be doing anything different in 5 years? 10 years? | 3.) What resources do you consider invaluable? |

QUESTIONS TO ASK IN AN INFORMATIONAL INTERVIEW

INITIATING A CONVERSATION



Compliment the Person (ex. "I loved your remark about...")

Find Common Ground (ex. "You're from Colorado? Me too!")

Use Common Openers (ex. "How are you?")

Make a Request or Ask a Favor (ex. "Do you know what time it is?")

Ask a Question (ex. "What panel are you most excited to attend?")

Talk about something you're excited about (ex. "This is my first AOM Conference!")

LET'S PRACTICE!

Practice using conversation openers with your Breakout Rooms

Compliment the Person

Find Common Ground

Use Common Openers

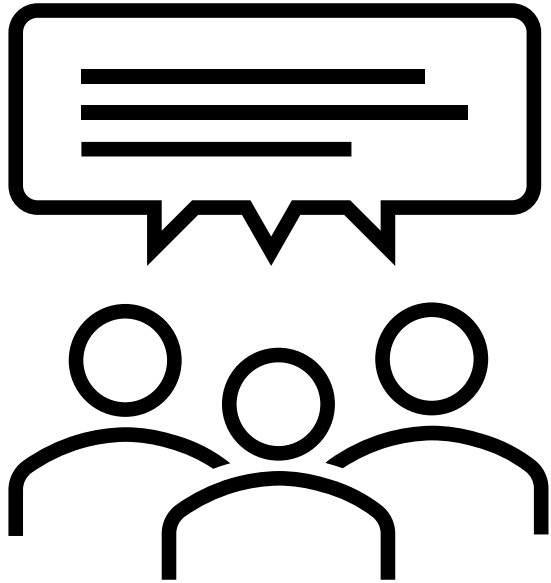
Make a Request or Ask a Favor

Ask a Question

Talk about something you're excited about

AFTER THE NETWORKING: WHAT NOW?

- **Stay connected** and keep the **relationship**
- Give them a **business card**
- Ask if you can connect with them online (**LinkedIn, Twitter, etc.**)
 - If they give you the go ahead, send them a message and/or a "thank you"
- **Exchange** contact information



QUESTIONS/COMMENTS



TAKE A SHORT SURVEY

<https://forms.gle/EyyEBH7kFrpN8FwV8>

References and Resources

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