Networking Café for MBAs

Walden University Career Services Center

http://careercenter.waldenu.edu
Supporting Your Proactive Career Management

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Topics

• Networking and sources of connection
• Play to your strengths – introvert vs. extrovert
• Topics and venues for making connections
• Icebreakers
Networking 101

• Networking: the art of building and sustaining mutually beneficial relationships
  – Find common ground and develop rapport
  – Support your new connection’s goals/interests
  – Consider ways to network inside and outside your comfort zone
Who is in your network? Family, friends, who else? Type answers in Questions Box
Do You Know Any Connectors?

• **Lois Weisberg** – Commissioner of Cultural Affairs in Chicago from 1989 until 2011
• Master networker – the type of person who knows everybody – spreads ideas and information and connects varied and isolated parts of society
• Lois had a diverse network of actors, writers, doctors, lawyers, park lovers, politicians, railroad buffs, flea-market aficionados, musicians, visual artists, architects, hospitality-industry people
<table>
<thead>
<tr>
<th>Introverts</th>
<th>Extroverts</th>
</tr>
</thead>
<tbody>
<tr>
<td>think to talk</td>
<td>talk to think</td>
</tr>
<tr>
<td>go deep</td>
<td>go wide</td>
</tr>
<tr>
<td>energize alone</td>
<td>energize w/others</td>
</tr>
<tr>
<td>Focus on thoughts &amp; ideas</td>
<td>Focus on people &amp; events</td>
</tr>
<tr>
<td>Prefer one/one discussion</td>
<td>Prefer group discussion</td>
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Strategies for Introverts “Pause, Process, Pace!”

• Plan, research and set networking goals
• Focus on a few key individuals and go deeper in conversation to create meaningful, real connections
• Delve deeply into projects and relationships
• Allow down time to process and restore energy
Quiet by Susan Cain

• Example: introvert seeking a new job finds it challenging to attend large networking events not knowing anyone

• “Free Trait Agreement” in support of goal of landing a new job

• Agree to “wear your extroversion hat” as often as you feel comfortable (and find it necessary) to support your goal
Lisa Petrilli, Author of *The Introvert’s Guide to Success in Business and Leadership*

- Look at networking as one good conversation one person at a time
- Reach out to new individuals via social media to say you look forward to meeting them at a conference or networking event
- Take time to reenergize with time alone after a busy social event
Extrovert Strategies – “Patter, Promote, Party!”

• Comfortable talking to strangers in spontaneous interactions
• Converse with little effort – at ease with diverse people and circumstances
• Easily talk about accomplishments
• Cast a wide social net
• Gravitate towards a wide range of experiences and interests – always up for something new
Finding Common Ground - Topics for Connection

- career path
- accomplishments
- professional interests
- personal interests
- common experiences
- future plans
- current projects
- seek advice
- academic path
Great Icebreakers


- What ___ weather we're having!
- Isn't this a lovely location?
- Is this your first time at this event?
- I really liked that thing you said.
- I really loved your last blog post.
- That's a beautiful ___ you're wearing.
- Do you know anything about the next session?
- Can I help you with that?
- Are you having a good event?
- Do you know what's happening next?
- What do you recommend?
- I've been to your home town.
- Do you know...?
- I've been wanting to meet you.
Venues for Connecting

Conferences  Meetup.com
Professional Associations  NextDoor.com
Alumni Association  Neighborhood Clubs
Church  Homeowners Association
Toastmasters  Chamber of Commerce
School  Volunteering Classes
Visit Walden’s Online Community, click “Social Connect” and “Interest and Student Groups”

Engage in student groups focused on your academic area by clicking one of the options below, then select a group under “Topics of Interest” on the left side of the page.

- Business & Management
- Communication
- Criminal Justice & Emergency Management
- Education & Leadership
- Information Technology (IT)
- Nursing
- Counseling
- Psychology
- Public Health & Public Services
- Public Policy & Administration
- Social Work & Human Services
- Undergraduate Studies

Or join one of our student groups focused on special topics:

- Military Spouses
- Military & Veterans
- Nursing Honor Society: STTI Phi Nu
- The International Club

Don’t see what you’re looking for? Learn how to request a new group.
Business and Management Community

Log in to follow, share, and participate in this community. Not a member? Join Now!

Categories - clear selected
- Accounting
- Business Administration
- Finance
- HR Management
- Leadership
- Management
- Marketing

Learning and Training. What is the difference?
Different organizations with their nomenclature, such as training manager, learning manager or even talent manager. What is the difference between these. Are there ways of synchronizing these functions?

Anyone else starting a PhD in Management in December?
I just got accepted and was wondering if anyone else out there is planning to start this program December 1st? I'd like to find some people to get to know that are in the same program as me. Also,...

How will you link Project Management and Social...
Hi Everyone, I'm Monique - IT Project Manager, PhD in Management LOC Candidate, and single mother of 4 daughters. I will link project management and social change by teaching and encouraging people to...
Online Community’s University Ambassadors

Walden University Ambassadors

created by Edward Mahoney (Community Manager) on Feb 13, 2015 11:07 AM, last modified by Cmty Mgr on Feb 13, 2015 12:31 PM

Below is a list of all of the community ambassadors who are active in Our Community, with a link to their community profile, Walden status (alumni, student, lifelong learner), and degree program(s). They are all here to help!

- Anthony Leisner | Alumni | Ph.D. in Public Policy and Administration
- Bakali Mukasa | Student | Ph.D. Health Services
- Calvin Cupido | Alumni | Doctor of Education (Ed.D.)
- Christeen Barabad | Student | M.S. in Nursing, Adult-Gerontology Nurse Practitioner specialization
- Cynthia Hickman | Alumni | Master of Science in Nursing (current Ph.D. in Health Services student)
- Elizabeth Miles | Alumni | Education Specialist (Ed.S.), Adult Education specialization
- Ginger Jenkins | Alumni | B.S. in Psychology, M.S. in Forensic Psychology (current Ph.D. Forensic Psychology student)
- Glenn Cason | Alumni | Doctor of Education (Ed.D.), Teacher Leadership specialization
- Gloria Smith | Alumni | Doctor of Education (Ed.D.), Higher Education Adult Learning specialization
- Henning Liljeqvist | Alumni | Master of Public Health (M.P.H.), Community Health specialization
- James Tauzi | Alumni | M.S. in Information Systems, Governance specialization
- Jeva Greenidge | Alumni | M.S. in Leadership
- Johnathan Clayborn | Student | Ph.D. in Educational Psychology (Alumni | M.S. in Educational Psychology)
- Micaela Flores-Araoz | Alumni | M.S. in Nonprofit Management and Leadership
- Michel Engwanda, Ph.D. | Alumni | Ph.D. in Management, Information Systems Management specialization
- Michele Levandusky | Alumni | M.S. Leadership
- Patricia Bryant | Alumni | B.S. in Educational Studies
- Paula McIntosh | Alumni | M.S. in Higher Education, Enrollment Management specialization
Our Business & Management Ambassadors represent every level of education offered at Walden University. They are here to help you understand why they chose Walden and how their programs benefitted their careers. It's also interesting to find out how Walden's social change mission was incorporated into their business studies.

- **Micaela Flores-Araoz**
  Alumni
  M.S. in Nonprofit Management and Leadership

- **Robert Bowes**
  Alumni/Student
  B.S. in Business Administration
  MBA (in progress)

- **Michel Engwanda, Ph.D.**
  Alumni
  Ph.D. in Management, Information Systems Management specialization
Are you in job seeking mode? Attend this month’s Job Search Support Series!
26 LinkedIn Groups on Career Center website

Human Resources
- Linked:HR (#1 Human Resources Group)
- Human Resources Professionals Worldwide

Leadership
- Leadership Think Tank
- Linked 2 Leadership

Project Management
- Project Manager Community
- Project Management Link
- Global Project Management

Sales/Marketing/Advertising
- Innovative Marketing, PR, Sales, Word-of-Mouth & Buzz Innovators…
- Sales Best Practices
- Sales / Marketing Executives
- Social Media Marketing
- Digital Marketing
- Marketing & Communication Network
- Advertising Professional
- Advertising Age
- American Advertising Federation

Entrepreneurship
- Innovation and Entrepreneurship Society
- On Startups - The Community For Entrepreneurs
Connect on Facebook
Take Networking Offline - Meetup.com

Your Next Meetup

East Coast Transplants Unite - Twin Cities Group
Share the Holiday Spirit and Provide Dinner for Homeless...
Saturday, December 12 at 6:00 PM | 14 Comments

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Volunteermatch.org - Online or Offline
I AM A LEADER - AND I WAS MADE

EVERY TOASTMASTER'S JOURNEY STARTS WITH A SINGLE SPEECH
Making a Key Connection at a Coffee Shop
What Is Your Next Strategy for Connecting?

Please type your answer in the Questions Box.
How Do You Stay in Touch With Connections?

Please type your answer in the Questions Box.
Resources

Networking for People Who Hate Networking by Devora Zack

Reinventing You by Dorie Clark

http://www.usnews.com/education/online-education/articles/2013/04/15/networking-tips-for-online-mba-students
Connect with Career Services

Access Everything from Our Website:
http://careercenter.waldenu.edu

E-mail: careerservices@waldenu.edu
Final Thoughts

“Life begins at the end of your comfort zone.” — Neale Donald Walsch