



# NETWORKING STRATEGIES

Master of Financial Analysis

# CULTURAL EXPECTATIONS

## **Common US Employer expectations:**

Assertiveness

Talk openly and confidently about skills, strengths, and past accomplishments

Openly discuss future goals and interest in advancement

## **Values common in other countries:**

Sharing specific skills, strengths and accomplishments seen as boastful

Focusing on individual experiences and goals seen as too individualistic\*

\*Note: These values do not represent one particular culture, but those that may be true across a variety of cultures around the globe. Adapted From "International Students and the Job Search." Goodman, A.P., J.A. Hartt, M.K. Pennington, and K.P. Terrell. Journal of Career Planning & Employment, Summer 1988

# CULTURAL EXPECTATIONS

## **Common US Employer expectations:**

Candidates are expected to be passionate about the field and why they chose it

Short term and long term career goals should be clearly articulated by the candidate

Candidates may be able to request specific job responsibilities they most enjoy

## **Values common in other countries:**

Job seekers may have chosen profession due to family or government expectations

Career goals are defined by company and community needs, not individual preferences

Company or manager assign work tasks and individual must accept what is available/assigned

# EXTRAVERSION & INTROVERSION

If English is not your native language, concern about your communication in English makes networking seem difficult or even impossible to attempt

We all have different levels of comfort with talking to people we don't know, or appearing to ask them for help

If we are “outgoing and friendly” when speaking in our native language but we are “reserved and shy” when using English – there are ways to overcome this obstacle

# LET'S TALK ABOUT THIS INTROVERSION IDEA...

We call this shy quality “introversion” – there is good news for those who identify as introverted, because there are positive traits associated with introversion such as:

1. We are good listeners (since we aren't talking we do lots of listening)
2. We reflect and think before speaking (we appear thoughtful)
3. We enjoy 1-1 conversations more than talking in large groups
4. We are good at building relationships (see #1) and networking is all about relationships (can be via social media, or individually)

# PERSONAL STATEMENT BUILDING BLOCKS

3 strengths of mine:

3 motivators of mine:

Core value to an organization:

Type of company, environment, or people you want to work with:

*Discuss this with the person next to you for 5 minutes*

# PERSONAL STATEMENT- SAMPLE

As a graduate student, I developed skills in (list strengths/traits)

I have demonstrated leadership potential through my involvement in (provide examples from accomplishments/ jobs on your resume)

My future plans and goals are (talk about what motivates you)

I am interested in learning about this industry because (give a reason based on type of environment you are seeking)

# USING LINKED IN

## FIND ALUMNI USING LINKED IN!

LinkedIn is the world's largest business focused social networking site for professional networking

Give basic information about yourself and that you want to learn about the industry from people working in the field

Explain you are not job seeking yet, but rather conducting research to help you make better career decisions

Remember, people like talking about their own career path, so do not be afraid to ask



# ASK TO MEET — FOR COFFEE!

ASK:

How did you get started in this industry/company?

What personality traits do employers value in this industry?

What is an average day on the job like?

What advice can you give me about my resume?



Let's meet for coffee.

# STRATEGIES FOR EVENTS

Volunteer to help at large events- why? Most people find it easier to talk to others when part of a team or making a contribution to the event

Arrive early at events- why? there are smaller numbers of people when you arrive early and it is easier to begin a conversation with one or two people, rather than coming in later when larger groups have already formed

Set a goal to talk with 3 new people at an event, not everyone!

Ask someone you know to be introduced – show your curiosity and ask questions

Follow up with the 3 people you talked to after 2 weeks

# WRAP UP DISCUSSION

What are your ideas about your next steps?

What are differences you have noticed in the business world of the US and in other countries?

What did you learn about yourself today?

# QUESTIONS?

