Networking
Networking: What is it?

- Building relationships
- Doing kindness
- 6 degrees of separation
- Network diagram
Networking: Why is it Important?

- Effective: it’s the strongest link to information and people
- Efficient: it’s the shortest distance to your goal
- Based on Trust
Networking: *How is it done?*

- Ask Questions, learn
  But, *what* questions?
- Offer help, join, volunteer
- **Give** referrals - LinkedIn
- Organize: cards, emails, notebook, Outlook/Excel
Networking: *When* do you do it?

- 24/7
- Formal: conferences, meetings, lunches, receptions, Willamette events
- Informal: friends, acquaintances, family
Networking: Who with?

- Who is a contact?
  “Anybody you happen to know”

- Formal: informational interviews – what do you REALLY want to know?

- Informal: exchange cards with anyone you meet
Networking: Where?

• Formal: Alumni Association, Faculty, Web links.

• Informal: gym, lab, clubs, Goudy
Next Steps….

Join LinkedIn:  http://www.linkedin.com/ sign up with the ‘Willamette Alumni group’
Contact the Alumni Network:  http://www.willamette.edu/alumni/compass/index.html
Do a couple informational interviews – ask the Career Center to help set you up