

How to Network Using UCSF Connect



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 **UCSF Alumni**
Office of
Career & Professional Development

Learning Outcomes

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- Define networking and articulate your goals**
- Recognize various methods to find and approach professionals in your field using UCSF Connect
- Describe strategies to use social media professionally while networking

The Purpose: Networking in a Nutshell

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You

Your Professional
Community

Your Current
Academic/Professional
Goals

Networking

- Conversations you have
- Relationships you build with these people....

...while you're
pursuing your goals



Career Exploration:

How find out about career options involving epidemiology.

Professional Development:

Identify strategies on how to succeed in my rotations and leave a great impression.

Your Academic/Professional Goals

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My Goal	Who do I want to meet?	What specifically do I want to know from them?	What is the time frame when I hope to accomplish this goal?
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Your Academic/Professional Goals

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My Goal	Who do I want to meet?	What specifically do I want to know from them?	What is the time frame when I hope to accomplish this goal?
Explore what it is like to work as a medical science liaison	2-3 UCSF alums who work in this field	Learn about a typical day/week for a medical science liaison, and the culture of their organization	February 2019-May 2019

Your Turn!

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You

Your Professional Community

Your Academic/Professional
Goals



What are your 1-2
current academic or
professional goals?

*These will be the basis
of your conversations
and why you establish
relationships with
individuals in your
professional community*

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Finding and Approaching People in your Professional Community

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Your Professional Goals

- My goal is to explore the different types of positions available to life science PhD-level scientists in academic administration.
- I plan to accomplish this goal by the Spring of 2019 by speaking to 3-5 UCSF alums to learn about their role, and how they leveraged their skills and experience when applying for their academic administration position.

Your Professional Community

- **Logistics: How do I find people in my professional community?**
- **Language: How do I initiate a conversation or relationship with someone in my professional community?**

Your Turn! Finding Professionals

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You

Your Professional Community

Your Academic/Professional
Goals



Find 1-2 people on UCSF Connect who can help you meet your professional/academic goals.

Finding and Approaching People in your Professional Community

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Your Professional Goals

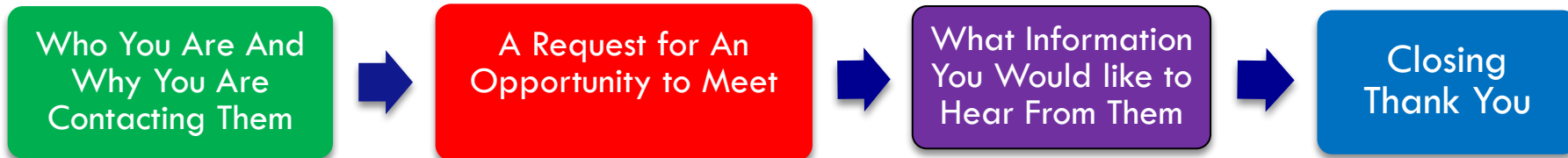
- ❑ My goal is to explore the different types of positions available to life science PhD-level scientists in academic administration.
- ❑ I plan to accomplish this goal by the Spring of 2019 by speaking to 3-5 alums to learn about their role, and how they leveraged their skills and experience when applying for their academic administration position.

Your Professional Community

- ❑ Logistics: How do I find people in my professional community?
- ❑ **Language: How do I initiate a conversation or relationship with someone in my professional community?**

Approaching Professionals: Initiating a Conversation

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*It's your goal,
but their story*

Initiating a Conversation

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Dear Dr. Hughes:

I am a biochemist completing my postdoctoral training at UCSF. I am currently exploring career paths in academia, including academic administration. I was very excited to find you on UCSF Connect. **Would you be willing to meet with me for 30 minutes in the next couple of weeks to discuss your transition into this area?** I would value the opportunity to learn about your current role, and your career path since your postdoc position at UCSF.

I am also participating in UCSF Connect's Coffee with an Alum program, an opportunity to meet with an alum based on my professional interests and share this experience on social media. More information can be found [here](#). Please let me know if you are interested. Also, I would be happy to discuss the Coffee with an Alum program in more detail if we connect.

Thank you for considering!

Warm regards, Jane Smith

Your Turn!

Initiating a Conversation

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Strategies to Use Social Media Professionally

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- ❑ **Be curious & collegial:** Consider how you would want to be approached and treated, and try to discern what the person you are networking with seems to value.
- ❑ **Be gracious:** Remember to thank people for their time and efforts, regardless of how helpful their advice immediately appears to be.
- ❑ **Keep track:** Develop some sort of system to keep track of who is in your network, how you met them and when you last spoke.
- ❑ **Follow up:** Send an email and tell them it was a pleasure to meet them, or that you've been considering what they said. If you have another question, ask it.