

How to network



**Lincoln
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Te Whare Wānaka o Aoraki
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New Zealand's specialist land-based university

Take home messages

- Networking is essential to improve research opportunities, create employment opportunities and for multiple other reasons
- Things to do: map and plan your network, give talks, go to intra and inter organisation functions, be cheeky in a nice way, prepare for key people with smart questions, practice, maintain, use social media
- Things to look out for: manners, follow ups, time limits, don't over do social media

Why network?

- Ultimately it:
 - **improves research opportunities**
- provides forum/contacts to test ideas with
- creates employment opportunities
- You get to meet new people

Things to do in networking – stock take

- Look at where you are and where you want to be, now, 2-5yrs, longer term and map out your network against each. Ask yourself this question: for each of the above do I have the right network in place to help me get there?
- Assuming a ‘no’ to the above develop a network strategy and implement it, over time

Implementation – developing your network

- give talks,
- go to intra and inter organisation functions,
- get on organising committees
- be cheeky in a nice way,
- prepare for key people with smart questions,
- practice,
- maintain/follow up,
- use social media – have you got a really good on-line profile?

Things to look out for

- manners, manners and more manners
- follow ups,
- time limits,
- don't over do social media