

Introducing Yourself

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Finding your people: Networking

- A professional network is invaluable for career opportunities and advancement
- Studies have shown that “weak ties” are as important (sometimes more important) than strong ties for professional success (from Seltzer 2015)
- Strong ties:
 - Mentorship
 - Sponsorship
 - Friendship
- Weak ties:
 - Possible sponsorship
 - Role models

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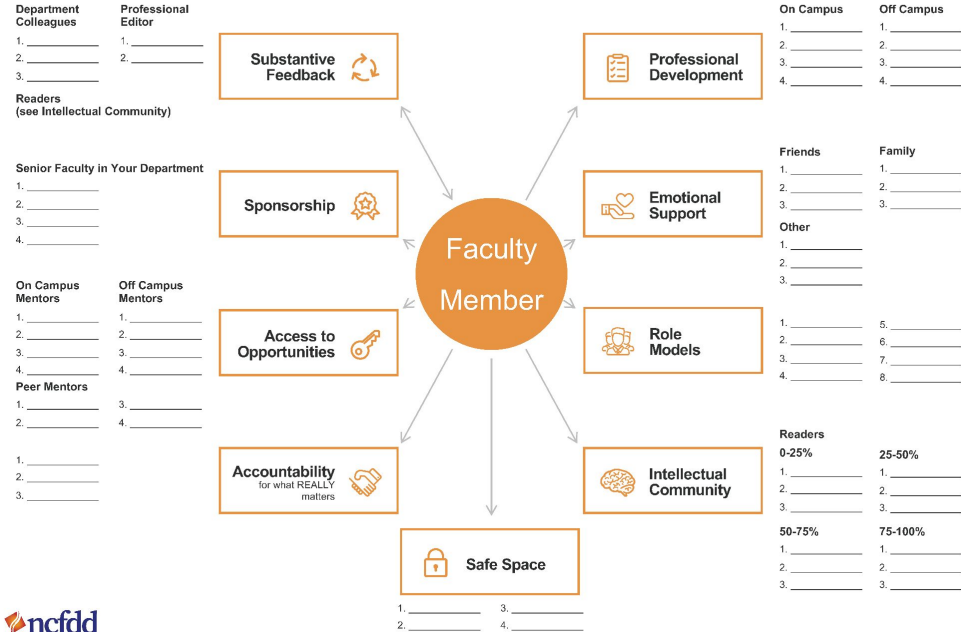
- Different types of connections:
 - Mentor: Someone who provides support or advice
 - Sponsor: Someone who actively promotes you for opportunities
- Different roles for your network
 - Look at the NCFDD Mentoring Map

A large and comprehensive network is a strong network!

- Which gaps could you fill?
- Which parts of your network are strongest?
- Which areas are hardest to fill?

(Share with each other, then if you want, with the class)

NCFDD Mentoring Map



How do you build a network?

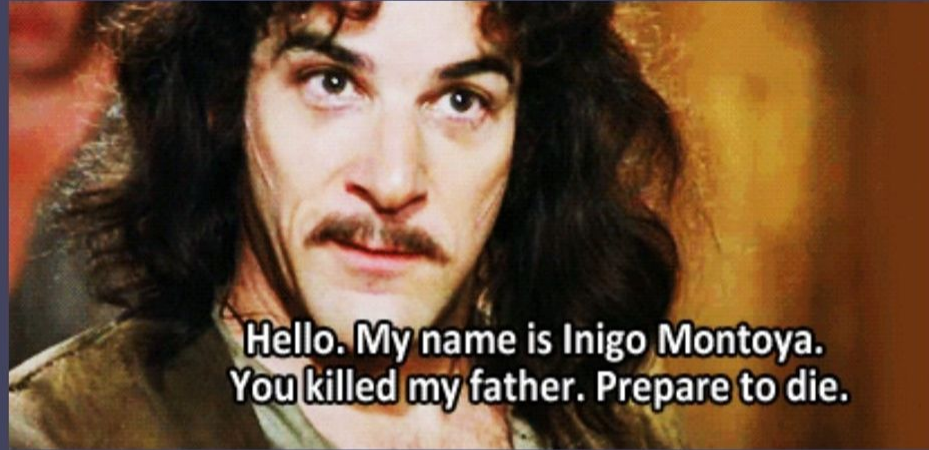
You have to meet people! And keep in touch!

There's no real trick to it, but practice leads to improvement.

How do you meet people professionally?

- Here in class
- In our department
- Conferences
- Seminar speakers
- Job candidates
- And etc...

Step 1: Introduce yourself



Remember Inigo Montoya:

1. Polite greeting
2. Name
3. Relevant personal link
4. Manage expectations

Different levels of introductions:

- 20-30 seconds: Informal– You get a chance to introduce yourself to someone you want to meet!
- 60 seconds: More formal– what you say about yourself before an interview or presentation
- 3 minutes: Interview introduction– the most detail, can include a little personal information as well

What do you say?

- What is your goal? Why do you want to introduce yourself?
 - What do you hope to get out of this introduction?
 - (You can keep that part quiet)
- What do you want people to remember about you?
 - What do you do well?
 - What is unique about you/your work?
- It should be interesting! (At least to you)

Let's try it!

- Take two minutes and write down a 60-second introduction of yourself
 - This is what you would say before giving a talk
 - Remember to include your name
- After that, we'll group up and share our introductions

How'd it go?

- What went well?
- What could be better?

Let's try it part 2!

- Take two more minutes and edit your 60-second introduction to a 30-second introduction
 - This is what you would say as you meet someone in a hallway or at a conference/workshop
 - Again, remember to include your name
- Again, in two minutes, we'll group up and share our introductions

How'd it go?

- What went well?
- What could be better?

Now what?

- Find some people you want to meet!
 - I always make a list before a conference of who I want to meet
- Introduce yourself!
- Keep in loose touch
 - What does that mean?
- If you do become friendlier, that's great but not required
- Finally, remember to return the favor
 - As you become more senior, continue to connect with new folks and broaden your own network to more junior people

Resources/References/Further Reading

- Seltzer, R (2015), “The Coach’s Guide for Women Professors Who Want a Successful Career and a Well-Balanced Life,” Stylus Publishing.
- The American Statistician Special Section on Mentoring:
<https://www.tandfonline.com/toc/utas20/71/1>
- NCFDD Mentoring Map: <https://www.ncfdd.org/ncfddmentormap>
- Introduction-specific:
 - <https://www.linkedin.com/pulse/introduce-yourself-like-inigo-montoya-craig-stoss>
 - <https://www.mindtools.com/pages/article/elevator-pitch.htm>
 - <https://idealistcareers.org/guide-elevator-pitch/>
 - <https://www.fastcompany.com/3004484/problem-your-elevator-pitch-and-how-fix-it>