



Building your Network

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DELLTechnologies
戴 尔 科 技 集 团



Women in Action

Minnesota Chapter – Est. 2018

VISION

Dell Technologies is a destination employer for women, where everyone drives to create an inclusive environment, and women are enabled to achieve their goals at each point in their journey.

MISSION

Build an inclusive community that provides development, leadership and networking opportunities designed to empower, retain and attract women.

PILLARS

Leadership and professional development, brand advocacy and business impact, community engagement, women in technology and culture.

Leadership
opportunities

Professional
development

Community
service credits

What will we cover today?



What is Networking



Why network?



Best places to network



Approach & Tips for Networking

What is Networking?

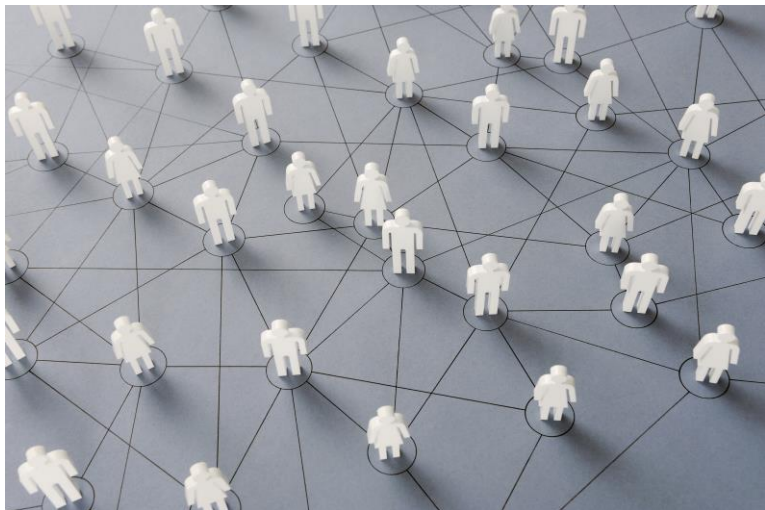


Networking is the exchange of information and ideas among people with a common interest or profession, usually in an informal social setting.



The purpose of networking is to build new relationships.

Where to network



Professional associations

Job fairs

Alumni events or Professional development classes

Professional Conferences/ Speaking Events

Civic organizations, charities, volunteer opportunities

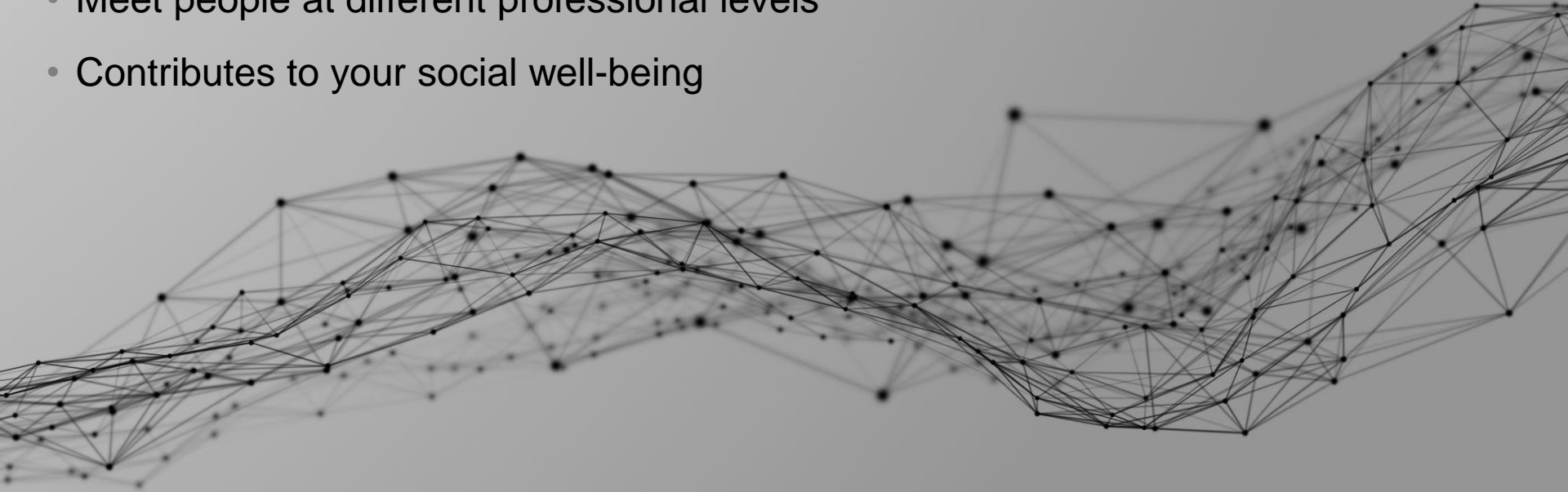
Cultural events

Networking opportunities are everywhere.

Stay open to the possibilities!

Why Network?

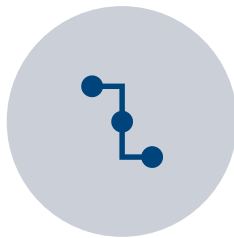
- Enables exchange of ideas
- Help with job search
- Meet people at different professional levels
- Contributes to your social well-being



Approach to Networking



SET YOUR
FOCUS & GOAL



FIND A
CONNECTION



REACH OUT



NURTURE

Tips for Networking



- Ask easy questions
- Remember your elevator pitch, but don't force it
- Do not ask for a job
- Do not ask for a mentorship
- Smile
- Don't hijack the conversation
- Reciprocity
- Follow up

Questions



References

- <https://www.forbes.com/sites/biancamillercole/2019/03/20/why-networking-should-be-at-the-core-of-your-career/?sh=2b73def01300>
- <https://www.indeed.com/career-advice/career-development/best-places-to-network>
- <https://www.betterup.com/blog/networking#>