NETWORKING

Tips and exercises on how to build your professional network
Networking tips

• Be yourself – no matter if you are extrovert or introvert, put your energies into getting more information.
• Be interested - ask questions and gather information.
• Be curious – talk to people wherever you go. You never know when an opportunity might present itself.
• Be explorative – e.g. talk to someone you have never met before at least once a month.
• Be inspired – ask the people who inspire you where they get their inspiration from?
• Be helpful – share opportunities and information with your network. You never know when the favour will be returned.
• If you are international, learn Danish – basic phrases are a great conversation starter.

Networking possibilities

LinkedIn: Look for people who hold interesting positions and ask how they got the job. Use the university index to see what other alumni are working with.

Networking events: Attend networking events – even those that are only remotely related to what you do.

Mentorships: Propose becoming a mentee to someone you find inspiring or holds your dream job.

Project possibilities: Propose taking part in some kind of project collaboration in order to get practical experience, improve your profile and increase your knowledge and know-how.

Publicity: Write an interview article about a topic/sector you are interested in and try to get it published.

Social media: Use social media to praise, retweet, repost or comment on updates of the people you would like to connect with.

Blog: Share your knowledge or things that interest you on a blog.

Exercises

1: Make a list of minimum 10 people who hold a position you are interested in. Come up with relevant questions to ask each person including how they got this position.

2: Come up with a relevant story about yourself that you can pitch to someone who you find inspirational/ would like to work for.

3: Reflect on and be clear about your value proposition – your competences, services, experiences, solutions and goals - and write it down.

4: Which companies and people should know more about your thesis findings? Call them and suggest an informal meeting where you tell about your findings in exchange for a cup of coffee.

5: Visualise your existing network by creating an overview – colleagues, previous colleagues and managers, fellow students, people you volunteered with, friends and family.

6: Organise and plan your career and network activities in your calendar. This will make you act and provide you with invaluable information - such activities could include anything from reading a book, to meeting someone for coffee, to going to career events, using LinkedIn etc.

For more information, please check the Job and Career pages on your study site on KUnet.dk - or contact the study- and career counsellors at your faculty.