# How to Network

Tips and Tricks – Division of Engineering Leadership and Professional Practice

1. Prepare
   1. Do some preliminary research on the company and/or the people you will be talking to.
   2. Know what kind of questions you’re going to ask
2. Present yourself well
   1. Dress in business casual clothes to look presentable. Firm handshakes and eye contact are always good.
3. Always be ready to give your pitch
   1. This is more for career fairs, but it’s a good idea to have a short pitch about yourself ready in case a corporate representative asks you why you’re interested in their company.
   2. Your pitch should include your major, year, how you learned about the company or event, why you’re interested.
4. Ask questions and listen
   1. Ask open-ended questions to keep a conversation going.
   2. Active listening plays a huge part in networking
5. Ask for help
   1. Asking for advice is never a bad idea.
6. Utilize your online presence
   1. LinkedIn, Indeed, Handshake, etc. are great tools for employers to look at (less necessary for conversation during a networking event)
7. Be aware of your online presence
   1. Keep in mind that potential employers can google you and your social media will probably be one of the first things to show up.
8. Stay in touch with your network
   1. Networking is not over once the event is; keep in contact through LinkedIn, email, etc. after the event.