Networking

Presented by
Karin Kase, Program Manager
Anderson Career Services

UNM ANDERSON SCHOOL OF MANAGEMENT
What is a Network?

• A group of people with some sort of inner connection or relationship.
  – Meet via similar interests
  – Work together or have worked together in the past
  – Maintain informal contact to provide support for each other
Importance of Networking

It is THE most effective job search tactic.

• Opens doors by leveraging connections
• Learn of new openings before announced to the public
• Someone always knows someone else
• Delivers that personal touch
• A reference from someone puts you ahead
How to Build a Professional Network

**Sources:**
- **UNM** – fellow students, faculty, and staff.
- **Previous group of friends** – people you’ve known for a long time.
- **Previous employment** – previous co-workers and supervisors.
- **Relevant professional internships and jobs** – Co-workers, boss, and upper management.
- **Professional contact** – Clients, vendors, and executive recruiters.
- **Civic organizations** – Rotary, Lions Club..
- **Professional Associations** – Officers, members, invited speakers...
  - Serve on a committee
  - Attend monthly meetings
How to Expand Your Network

• Attend **information sessions** and meet the employers, alumni recruiters, and fellow students.
• Introduce yourself to a variety of employers by attending a **job fair**.
• Quit or reduce the hours you spend as a bartender or waiter/waitress and **start working within your field**. Part-time, internship, co-op, full-time…whatever.
• Conduct **Informational Interviews**.

**UNM Based Resources:**

• Young Alumni Association: [http://www.unmalumni.com/chapters/youngalumni.htm](http://www.unmalumni.com/chapters/youngalumni.htm)
• Alumni Mentor Program: [http://mentor.unmalumni.com/](http://mentor.unmalumni.com/)
• Join a student organization.
• Develop a strong relationship with your career advisor.
Questions?