

# Best of Both Worlds...

The Highly Qualified Ph.D. | The Socially Savvy Ph.D.



Crosstalk Networking Workshop

## "Your First Impression Could Be Your Last"




4.21.06

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## Agenda

- Networking Tips for Underrepresented Minorities
- Getting that Postdoctoral Appointment or Faculty Position
- Networking within Different Cultures
- Networking with Faculty and Peer Ph.D.s.
- Networking at Conferences
- Next Steps





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## Dynamic Q&A

- Group Questions
  - Add value to the discussion
- Personal Questions
  - Hold until the end and get a customized response
  - We will be available during the book giveaway


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## The Underrepresented Minority

The Importance of Perception and First Impressions, especially for Minorities



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## Getting That Postdoctoral Appointment or Faculty Position

How to Look Someone in The Eyes Without Looking a Person in The Eyes

Without Offending Anyone

**Activity:** Eye Look Session



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## Networking within Different Cultures

Fundamentals and Importance of The Handshake

**Activity:** Handshake Session



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**Networking with Faculty and Peer Ph.D.s**  
Be ready...some may be less socially savvy than you!

Tips on How to Create Effective Small Talk for Introverts & Extroverts

**Activity:** Small Talk Session



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**Networking within Different Cultures**

Tips on Presenting and Accepting a Business Card

- Tips on asking for a business card
  - 6 things that every business card should have
- Some people will not be friendly
  - Focus on your objective



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**Networking within Different Cultures**

Interviewing for a Position Over a Meal

- Dinner Etiquette
  - Attire, Conversations, Wine, & What to Order



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## Networking at Conferences

Building your Network to get Indirect Access to Your Future Employer

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- The Opening Receptions
- Social Events
- The Poster Session
- Small Conferences
- The Closing Banquet
- Talk with Speakers




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## Highly Qualified & Socially Savvy Ph.D.s

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Make Contacts Now!

Get to Know Your Future OPT-ED Alumni

Prepare for Work-life Balance and The New Job




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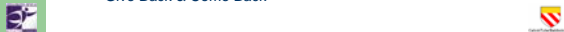
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## Next Steps?

### Network! Network! Network!

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- **Websites** (stay connected)
  - 360.Yahoo.com
  - Facebook.com
  - VistaPrint.com
- **Books** (embrace a global society)
  - The Networking Survival Guide, Darling
  - Kiss, Bow, or Shake Hands, Matison, Conaway, & Borden
  - Wild Woman's Guide to Etiquette, Sharon Hill
- **Build a Legacy** (become OPT-ED alumni)
  - Give Back & Come Back




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# Yahoo 360 Demo

<http://360.yahoo.com/>





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## Book Give Away & Signing

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Sharon Hill, MBA  
Calvin Tyler Baldwin, MBA

CalvinTylerBaldwin.com

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