How to Network
(at the Meet and Greet and Beyond)

Amanda Xi, MD, MSE
Critical Care Fellow | Massachusetts General Hospital
blog.amandaxi.com | @amandasximd
Disclosures

None
Session Objectives

- Describe the Meet and Greet session
- Discuss networking and best practices
- Practice and apply skills learned
Meet and Greet
Do your homework
100+ programs
Today
(10/19/19)
3-5:30 PM
Level 2
West Hall A1
150 minutes
Program directors & residents
And your future colleagues
Will this networking session help you secure a residency position?
...it depends
How to network
networking noun

Definition of networking
1 : the exchange of information or services among individuals, groups, or institutions

  specifically : the cultivation of productive relationships for employment or business

  \... networking remains the No. 1 cause of job attainment ...\n  — Hal Lancaster
Why bother?
Effects of Networking on Career Success: A Longitudinal Study

Many books and articles in the practitioner literature suggest that networking behaviors, such as going out for drinks to discuss business matters informally, attending conferences, or staying in contact with former colleagues, are essential to career success (e.g., Nierenberg, 2002; Torres, 2005; Welch, 1980). Similarly, scholarly research has shown that networking is positively related to objective and subjective measures of career success (Forret & Dougherty, 2004; Langford, 2000; Michael & Yukl, 1993; Orpen, 1996). Networking is also associated with favorable performance ratings (Sturges, Conway, Guest, & Liefhooghe, 2005; Thompson, 2005) and may be a viable job search strategy (Wanberg, Kanfer, & Banas, 2000). Networking behaviors are used to build and maintain informal contacts that enhance career success (Forret & Dougherty, 2004; Luthans, Rosenkrantz, & Hennessey, 1985; Michael & Yukl, 1993).
TLDR; Cliff Notes

- Networking behaviors
  - Going out to socialize
  - Attending conferences
  - Staying in contact w/colleagues

- Networking is positively related to objective and subjective measures of career success
What does networking look like?
EXCHANGING OF THE BUSINESS CARDS

A COMIK
by Space Monlend

acomik.com
How does networking make you feel?
You’re not alone…

The Contaminating Effects of Building Instrumental Ties: How Networking Can Make Us Feel Dirty

Tiziana Casciaro*, 1 Francesca Gino*, 2 and Maryam Kouchaki*3
Remember why you’re here.
The best way forward is to take the first step in that direction.
Stand up.
Find someone from a different row that you do not know.

<table>
<thead>
<tr>
<th>Name</th>
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<tbody>
<tr>
<td>Institution</td>
</tr>
<tr>
<td>Spirit fruit/vegetable</td>
</tr>
<tr>
<td>Where you want to be 5 years from now</td>
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How to be successful at networking?

● Be nice & genuine
● Take the first step out of your comfort zone to meet someone new
● Help make introductions
● Have real conversations about things you’re passionate about (your why)
● Exchange contact information AND follow-up
Questions?

amandasximd@gmail.com
@amandasximd
(Instagram, Twitter)