

Networking & Professional Partnerships



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“60-80% of open jobs are filled by word of mouth.”

-Society of Human Resources Management

Is there a definition of Professional?

- What does it mean?
- What does “professionalism” mean culturally at specific institutions?
- Is there a universal definition?

The Six Degrees of Karin Asher

- Karin is an Assistant Director of Residence Life at the University of Pittsburgh.
- Odds are we can connect one of you in this room to her, via a colleague, graduate program or supervisor.

The Six Degrees of Karin Asher

- This is an incredibly small profession.
- Someone you know will know someone who may be hiring, collaborating or recruiting you.

The Realities of References

- Resume References & Red Flags
- Don't Assume Titles Impress

-You're a Resident Director and your references include:

The Director of Student Activities
The Vice President for Student Affairs
The Director of Under Graduate Academic Advising

- Who Knows your Work-Product?

-Your supervisor isn't on your references?

The Power of the Personal Reference

- What's not on your Resume?

- If a potential employer sees that you've worked on the campus of an associate or colleague of their's, that's the first phone call they make.

- Personal References

- People Talk

- They Talk about you

- Get a clue

Who You Know

- Sorry to say that there is a reality about who you know, when what you know is relatively the same.

- Many professionals in housing have very similar experiences and resumes.

- You have to find a way to make yourself stand out from the crowd.

- How you know who you know and what you can do about it.

Networking, the Groundwork for Professional Partnerships

- What is networking?

- Brainstorming Activity

- Yell out the adjectives that you associate with "networking"?

- What have you been told are "best practices" for networking?

- What works? What doesn't? Why?

Networking: Truth or Rumor?

Remember why you're here. The purpose of a networking event is to help you advance professionally. Network with a goal in mind.

Truth & Rumor

Networking: Truth or Rumor?

"Just like you can never receive too many gifts at the holidays, you can never have too many contacts in your network. Being well-connected connotes success and influence -- the kind of cachet every serious professional seeks to achieve."

Rumor

Networking: Truth or Rumor?

Stay connected between meetings.

TRUTH

Networking: Truth or Rumor?

Develop your “elevator pitch. An elevator pitch is a short summary of your background and skills. It should be concise, confident and brief enough that you could share it with someone during an elevator ride.

Rumor

Networking: Truth or Rumor?

Get into every conversation you can!

Truth & Rumor

Networking: Truth or Rumor?

I’m just here trying to meet people to find my next job.

Rumor

The Basics-NWACUHO Style

- Have fun.
- Meet people
- Stay in touch.

The Not So Obvious

- Remember the Six Degrees of Separation Rule (It doesn’t just apply to Kevin Bacon)
- Find a conference buddy (no not *THAT* kind).

Words of Wisdom from Someone who Recruits/Hires

- You never know who may be recruiting you next.
- When people say this is a very small field, that’s generally an understatement.
- If you’re choosing between over the top, or understated, understated is always better for a first impression.