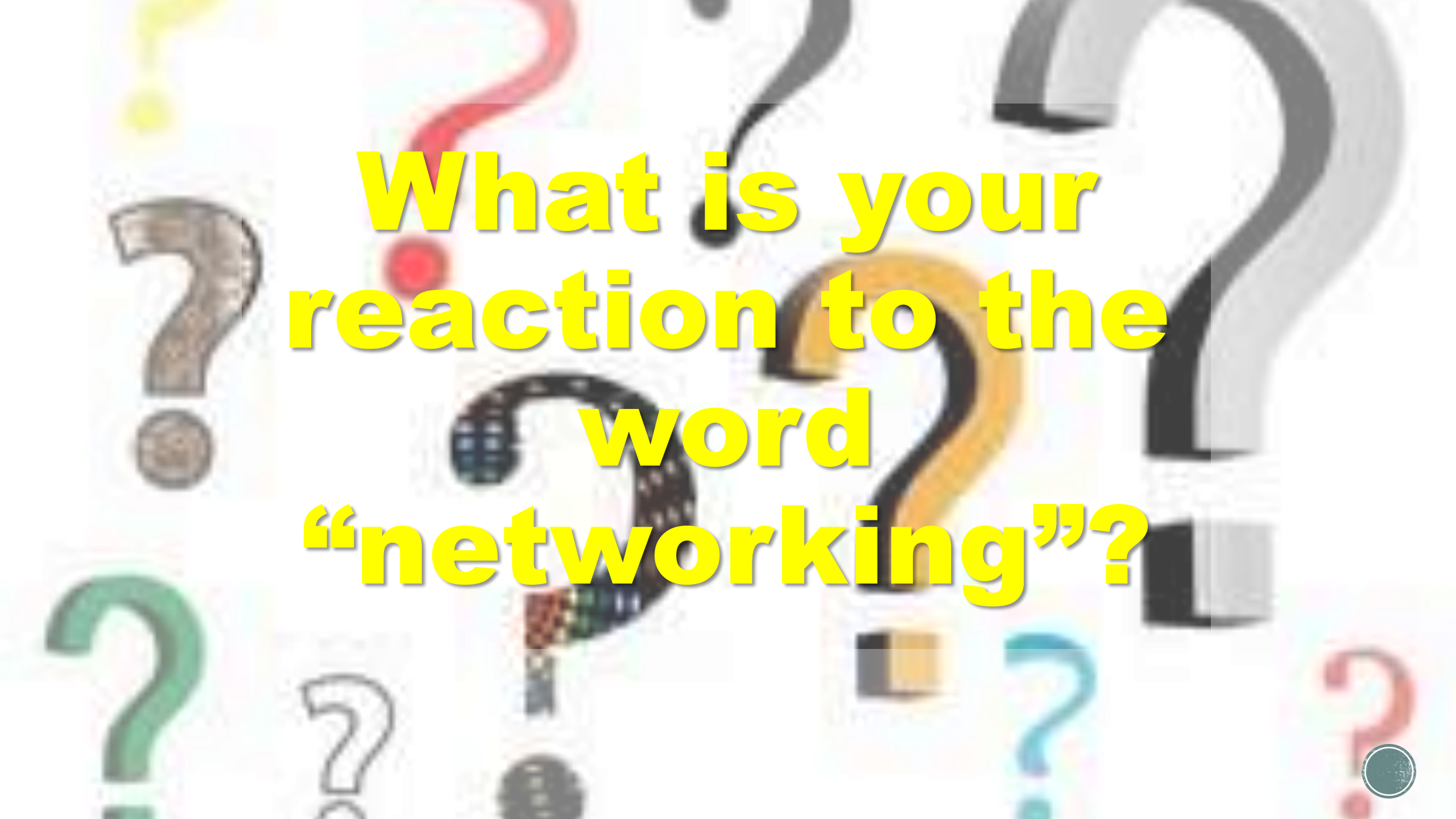


Painless Academic Networking

**How to make relationship-building part of your
professional skill set**



The background of the slide is a collage of question marks in various colors and sizes, including brown, red, grey, orange, black, green, and blue. The text is centered over this collage.

**What is your
reaction to the
word
“networking”?**



Academic networking is about relationship building



What relationships affect your career?

- With other faculty at your institution
- With university administrators
- With program officers at agencies
- With experienced scholars on your campus or in your professional societies
- With potential off-campus collaborators at other universities or in the community





Barriers to effective networking

Being an introvert

Cultural differences

Not knowing what to say

Feeling intimidated by more experienced scholars

Worrying that you will say something stupid

Knowing where to meet the right people

Academic imposter syndrome

Feeling like you HAVE TO network



Beyond the barriers . . .



As your connections expand, you need to consider what connections will help you make progress in your career.



You need people who . . .

- *provide opportunities,*
- *celebrate your successes,*
- *serve as hubs for other networks or groups,*
- *influence decisions about funding or appointments,*
- *act as critical friends,*
- *mentor and advise you,*
- *have complementary research expertise, and*
- *can provide insights into research funding.*

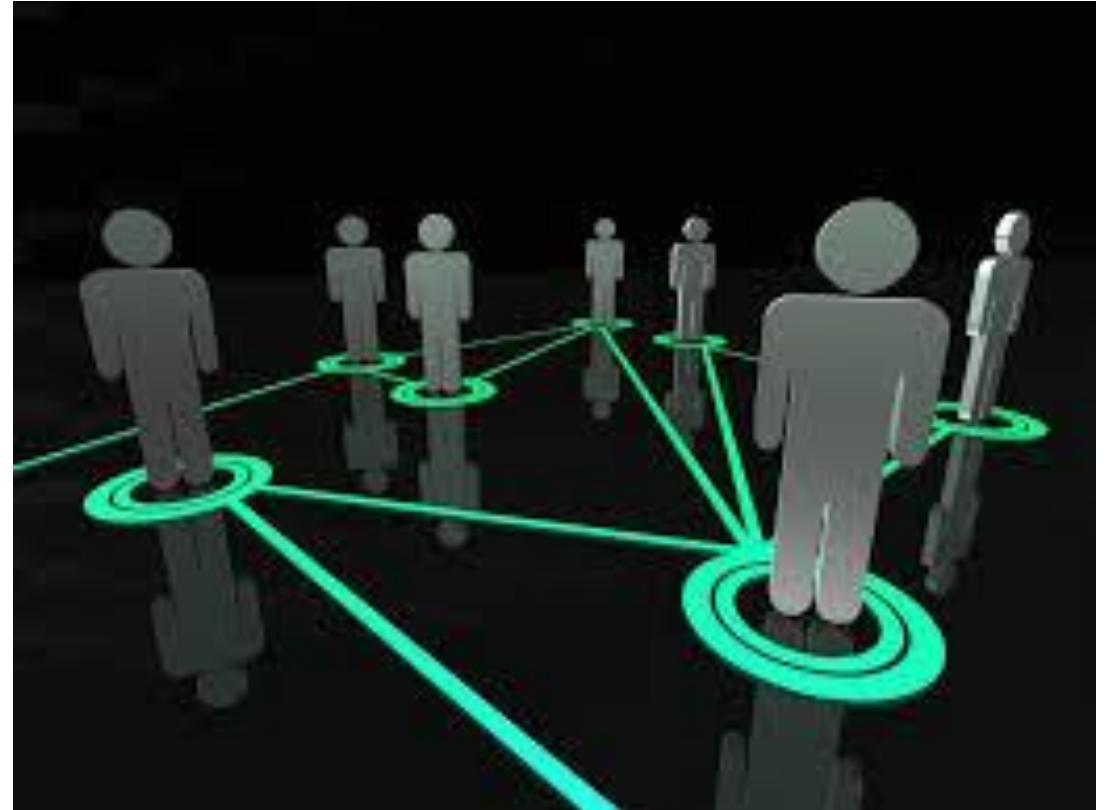
(Harris, 2017)

**#6 What kind
of people
should be in
your network?**



Keeping your network up to date

- Conference presentations
- Being active on social media
- Creating an online presence
- Generating interest in your published papers
- Inviting scholars to your campus



Conference Tips

Heidi Maurer's "3 Be's"

- **Be prepared**
- **Be yourself**
- **Be human**



Learn by doing.





50 Cups of Coffee

Watch the TEDx 50 Cups of Coffee Challenge:
<https://youtu.be/rswXftHfzps>

How does the challenge work for you (for grant writing)?

To identify the people who will be the most help to your research career

- Make a list of those on your campus who have grant-writing experience
 - Look for on-campus help with evaluation, especially in the social sciences and education fields
 - Go by your office of sponsored programs and talk to the personnel there (they want to hear from you!)
- Consider collaborators in your discipline, especially those you have met at conferences or know from graduate school
 - Identify well-known leaders in the field and make contact with them
 - Reach out to program officers at agencies that fund work like yours. **IMPORTANT NOTE:** Have a short written summary of your research agenda and an “elevator speech” on your next project ready



First steps to the challenge

- **Practice this approach with low-stakes contacts first**
- **Develop active listening practices**
- **Follow up with an informal “thank you” email within a few days**
- **Always ask the person you connect with for suggestions for other collaborators**



Resources

The Research Whisperer Blog on Academic Networking

- <https://theresearchwhisperer.wordpress.com/2014/06/10/local-networks-fund-you/>
- <https://theresearchwhisperer.wordpress.com/2011/06/13/networking/>
- <https://theresearchwhisperer.wordpress.com/2018/09/25/networking-that-works/>
- <https://theresearchwhisperer.wordpress.com/?s=academic+networking>

Advice for overcoming shyness: <http://www.cio.com/article/2437488/relationship-building-networking/how-to-network—12-tips-for-shy-people.html>

Conference social skills: <http://rrresearch.fieldofscience.com/2012/04/conference-social-skills.html>

Times Higher Ed article on Academic Imposter Syndrome:

<https://www.timeshighereducation.com/blog/think-impostor-and-youll-go-far-academia>

Blog on having confidence in academic settings (especially for women):

<http://occamstypewriter.org/athenedonald/2012/05/02/conferences-and-courage/>



Resources

HumNet has a networking resource which includes a list of questions that you can tailor to ask for help from someone: <https://www.humanities.manchester.ac.uk/researcher-development/resources/networking/in-practice/>

Link to an article in Nature on the relationship between academic productivity and network size: <http://blogs.nature.com/naturejobs/2016/07/06/counting-all-the-ways-connections-matter/>

How to be lucky: <http://www.shintonconsulting.com/luck/>

Boosting the impact of publications: <http://www.shintonconsulting.com/wp-content/uploads/2012/04/Boosting-the-impact-of-publications.pdf>



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