

NETWORKING

Jonathan O'Donnell

Research Whisperer (with Tseen Khoo)

Mythologies of networking

WE'RE OFTEN TOLD IT'S ABOUT:

- Cold-calling a room.
- Focusing on what you want.
- Aiming for immediate value.



Business People Word: CC0 - publicdomainpictures.net

Your role within your networks

List three communities.

- Personal
- Professional
- Academic

Describe your role.

- What do you contribute (put in)?
- What do you get out of it?
- How do you sustain the network?



Oscar II of Sweden & family 1905: CC0 - Wikimedia Commons.

Good citizenship

- Different behaviour:
 - Personal.
 - Professional.
 - Academic.
- Leading vs joining.
- Sustaining the community.
 - Taking an active role.
 - Helping it to grow.



Knife (part of a dining service) MET 204377: CC0 - Wikimedia Commons.

Building communities

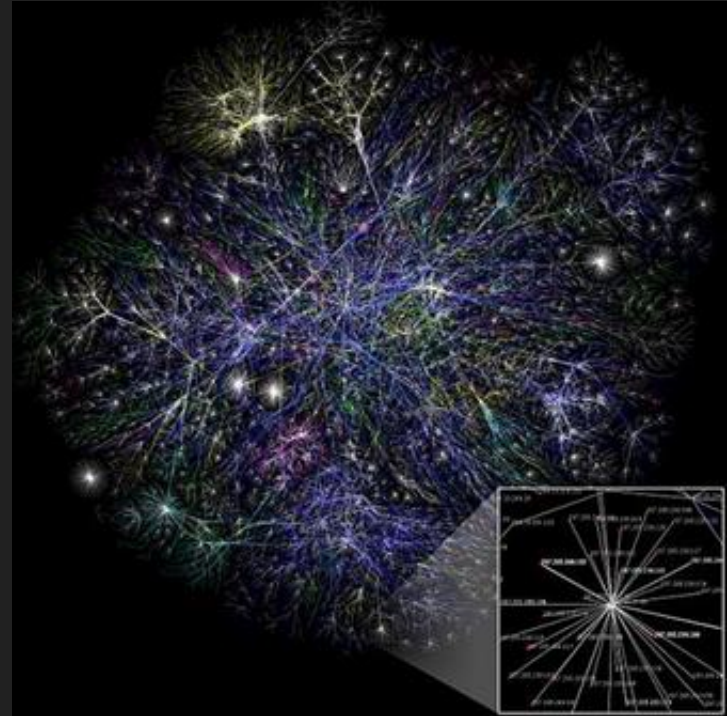
- Be proactive.
 - Build a personal learning network.
- Know what works best for you.
- Look up, look around, look behind
- Online and offline.



Libraries and Librarians Class Photo (cropped), by Michael Pate, on Flickr.

Next steps

- What kind of communities do you want to build or join?
- Why?
- How will you grow or develop these communities?
 - Be specific.



Internet map by the Opte Project, on Wikimedia Commons.

Questions and discussion

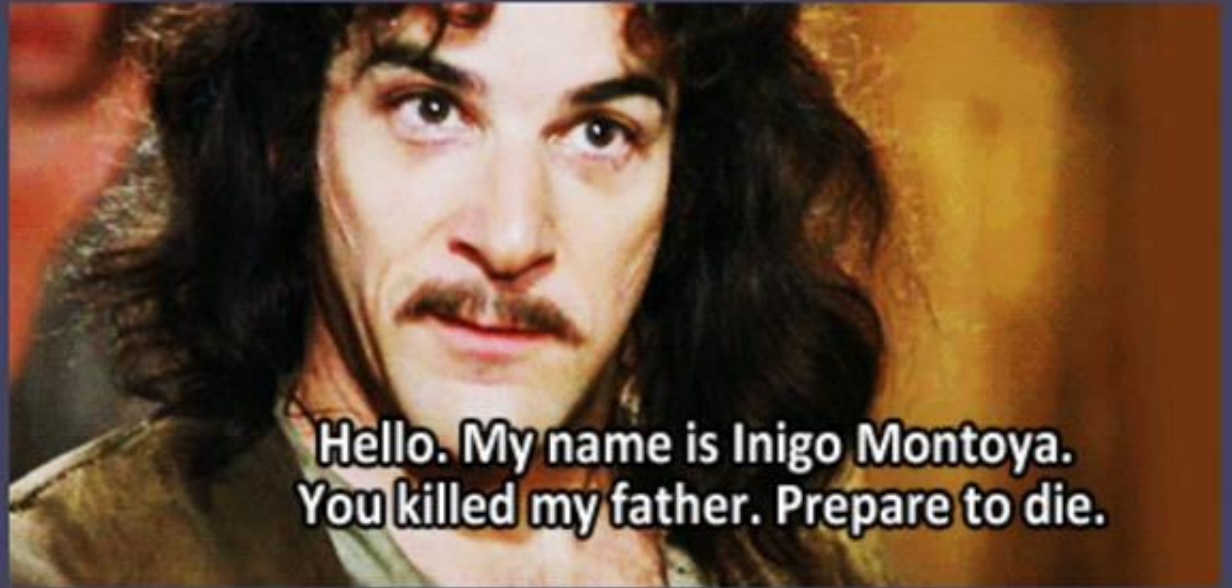


Photo by Marc Wathieu | www.flickr.com/photos/marcwathieu/sets/72157625478562085

Thank you.

The Research Whisperers
Tseen Khoo & Jonathan O'Donnell
<https://theResearchWhisperer.wordpress.com>
Twitter: @ResearchWhisper

Introductions

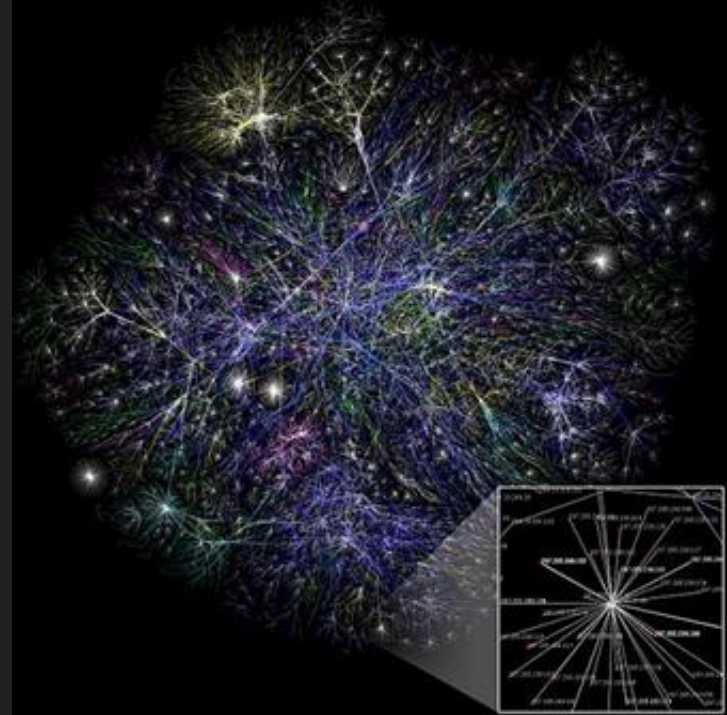


Remember Inigo Montoya:

1. Polite greeting
2. Name
3. Relevant personal link
4. Manage expectations

Finding time for networking

- Doing what you already do.
- Downtime e.g. public transport.
- Networking as part of your job.



Internet map by the Opte Project, on Wikimedia Commons.