



# Networking Basics

## For Engineering Students

### What is Networking and why should you do it?

Networking is the act of building relationships with other people. Expanding your professional network is also one of the best ways to gain access to the 'hidden job market' and find roles that may not get posted online. Most importantly, networking is not transactional; do not network with the sole intent of requesting a job.

### Dress to Impress

When you are planning an outfit for a networking event, pick something professional. Often, solid colours are preferred. Although it depends on the context of the event, it is best to select a business casual outfit.

### Do your Research

It's a good idea to research companies that you are interested in talking to prior to a networking event. Find out which companies will be present and familiarize yourself with their current work and projects. You can even prepare some questions or compliments that show your interest and appreciation for their work.

### Introduction - KISS (Keep it Short and Simple)

It's a good idea to practice introducing yourself in 15 - 20 seconds. People want to learn about you, but not your entire life story, so remember, KISS! Here are some potential interesting things you can mention in your introduction.

- Your year of study and specialization
- Any Projects you're currently working on
- Future career aspirations
- One or two interests or hobbies

### Wrapping Up

- Thank the other person for their time, advice, or any other information they may have provided.
- Ask for a business card if they have one, or if they would like to connect on LinkedIn or through e-mail.
- Stay in touch! Follow up with a thank-you e-mail or LinkedIn message.

### Things to Avoid

- Being unprepared
- Directly asking for a job
- Discussing topics such as politics, religion, and personal issues
- Not following up

### Sample Questions

- How did you decide to enter this industry?
- What skills do you recommend learning to enter your industry?
- What is a day in the life like for your position?
- What kinds of projects are you working on?
- What has your career path looked like?

### Most importantly, be yourself!

For more career development resources and to book one-on-one coaching with an Engineering Career Peer Coach, visit:

<https://experience.apsc.ubc.ca/get-experience/coaches>