AGENDA

New Business

- Our main topic for tonight will be Networking best practices. We will be discussing how to network effectively and help answer any questions that you may have.
- We also will be discussing many important upcoming events including Thursday’s executive speaker and the Hackathon.

NOTES

- Reception for guest speaker will be hosted by IMA
  - The actual event is required for OPIM 3103 classes but the IMA-hosted networking event is NOT.
- Raspberry Pi is the next Workshop
- HackUCONN Hack-A-Thon
  - Really interesting if you want to learn more about coding and hacking for the greater good
  - Coding / Hacking skills NOT REQUIRED

- Networking 101 Presentation by Jenny Tang!
  - What is Networking?
    - Communicating with others
    - Building a connection
    - Keeping in touch
    - You build a professional & social network
  - Why is Networking Important?
    - Build your professional network
    - Keep in touch with companies
Extensive network = future endeavors
You never know what people might offer you!

○ **How to Start Networking?**
  ■ Know your audience
  ■ Do research
  ■ Prepare yourself (dress up, know your personal brand)
  ■ Make an elevator speech

○ **Tips & Tricks**
  ■ Start with simple questions (“how was your day?”)
  ■ Find a connection
  ■ Develop relationship
  ■ Be attentive & interested
  ■ Ask open questions (questions that can spark new topics)
  ■ Never reply with one-word answers!
  ■ Be yourself, be natural!

○ **Post-Networking**
  ■ After meeting someone new and building your network:
    ● Don’t email them immediately
    ● Start simple and connect on LinkedIn first, if possible
  ■ Build your LinkedIn network or other networking sites
  ■ Keep a book of emails / business cards (write sentence about the person)
  ■ Do not be eager to ask for an internship / job / interview
  ■ If you have questions about opportunities, just ask simple questions.

**ACTION ITEMS**

1. **Come up with ideas of tech to buy with budget money**

**NEXT WEEK’S AGENDA**

Spring break - No agenda for next week!