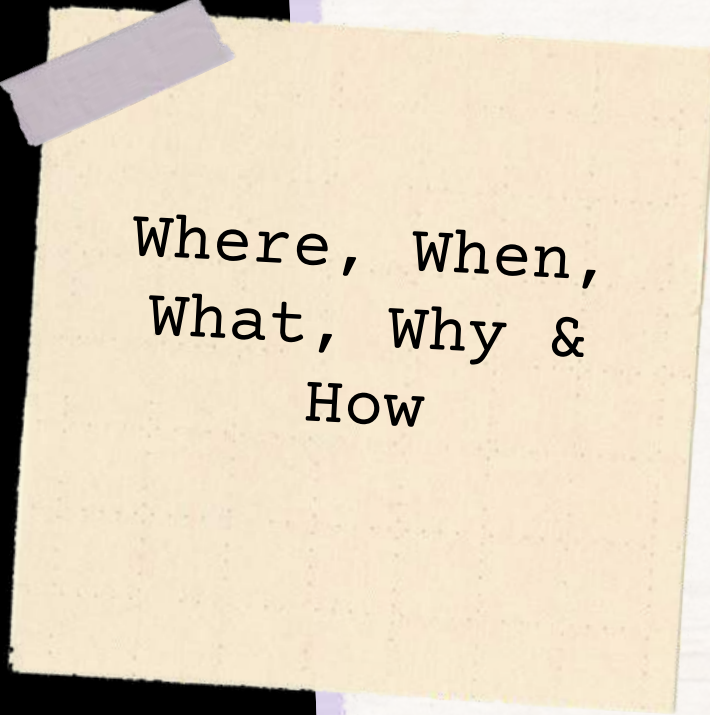




Networking in the US American Context

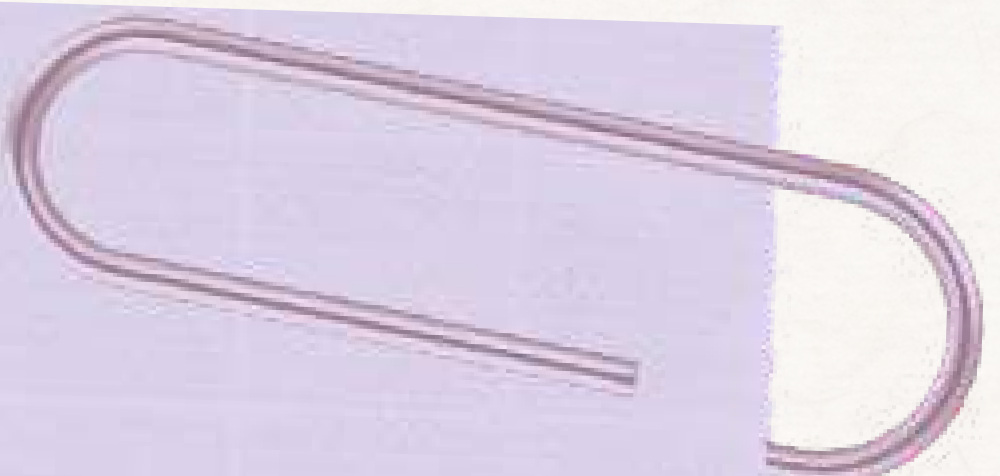


Where, When,
What, Why &
How

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POLLS

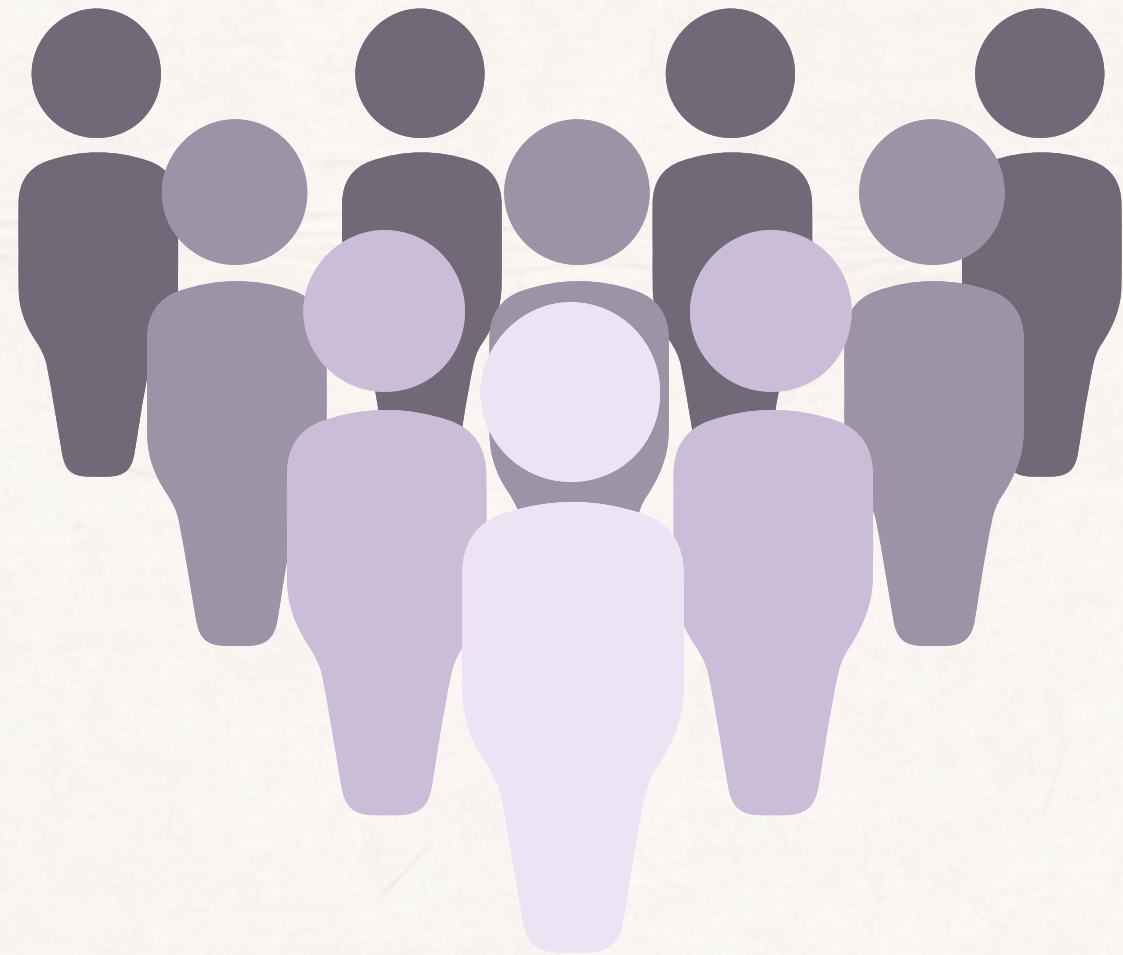
- 
- 1 Where are you in your job search?
 - 2 How do you prefer to network?

Today's Presentation

- 1 How & why to network for the job search
- 2 What, When & Where: Informational interviewing
- 3 Professional relationships in the US
- 4 Networking at MIT

Networking in the US American Context

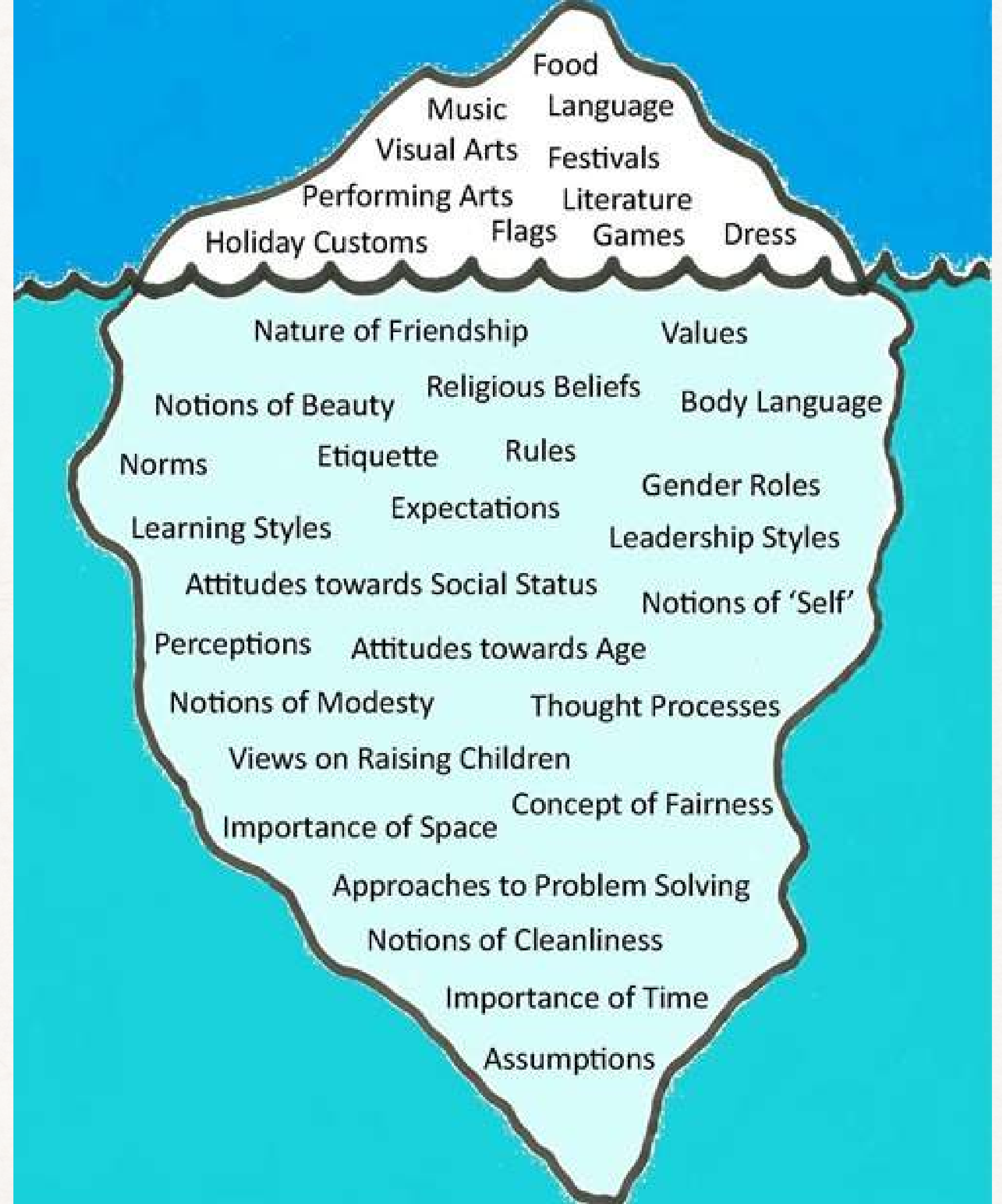
Networking



"Research shows that 70% of all jobs are not published publicly on jobs sites and as much as 80% of jobs are filled through personal and professional connections." -CNBC

Networking in the US American Context

Culture: Above & Below



Part 1: Tell me about yourself: The Elevator Pitch

In about 1 minute, tell me about who you are.

- 1 Who are you?
- 2 What do you do?
- 3 What are you looking to do in the future?

Part 1: Tell me about yourself: The Elevator Pitch

In about 1 minute, tell me about who you are. Your pitch can include answers to these questions, but feel free to make it your own:

- 1 – Who are you? Where are you from? (interpret this question any way you like: what country, what department, or discipline?)
- 2 – What do you do? (What do you study? What is your work? What are some of the most important activities of your life?)
- 3 – What are you going to do? (What are you excited about? What do you want to pursue? What opportunities do you think would be a good fit?)

Part 1: Tell me about yourself: The Elevator Pitch

1

Hi! I'm Ariel Ackermann. My background is in international higher education and intercultural communication.

2

I work as a career advisor at MIT, and I love working with students & empowering them to think through their career goals & then achieve them, especially at the beginning of their careers. But of course, because of my background, I always look forward most to working with students from international backgrounds, or those who are embarking on careers in other countries. It is fascinating to me to learn about how we communicate about work in different contexts & cultures.

3

1

Past

2

Present

3

Future

Part 2: How to use Informational Interviewing to broaden your network

1

Find people to interview

[MIT alumni Advisors Hub](#)

[LinkedIn](#)

[Alumni Directory](#)

2

Arrange where/when/how you'll conduct the interview

3

Set goals to make progress in building your network

Part 2: How to use Informational Interviewing to broaden your network

Goal Setting:

What is my timeline for applying?

What do I want to achieve with these interviews (career exploration or connecting to potential employers)

Once you know this, you can decide:

How many people do I want to interview by when?

(Ex: 4 informational interviews in the next 2 months)

Part 3: Professional Relationships in the US

- 1** - Cold Calling/Cold Emailing is acceptable, as well as putting yourself out there professionally
- 2** - Americans generally enjoy talking about themselves and are typically generous with their time
- 3** - You are not considered bragging when you talk about your accomplishments. Americans grew up with "Show and Tell" in grade school and are used to sharing facts about themselves.

Part 3: Professional Relationships in the US– The Informational Interview

- 1** – Ask questions about their journey, not just their position or company
- 2** – Should I pay for the coffee? Be gracious and offer to buy; if Americans say 'no' it means no.
- 3** – Do not ask for a job (just like you would never ask if a company sponsors work visas). Balance information gathering with communicating you're interested in a job; you're showing interest in their experience and advice.

Part 3: Professional Relationships in the US– Networking

- 1** – Networking is making professional friends
- 2** – Ask for referrals. Consider the difference between “Will you introduce me to your colleagues?” and “If I wanted to meet other people at your company, how would you suggest I do that?”
- 3** – Maintain your networking relationships. Give and don't just take. Follow up with suggestions for articles or events that are relevant to your network

Part 3: Professional Relationships in the US – Communication

- 1** – Spectrum of Communication: Direct vs. Indirect
- 2** – Americans don't like silence, so they fill it in with conversation (small talk)
- 3** – Small talk is a vital part of American culture; need to be able to talk about topics other than work (but stay away from taboo topics such as politics and religion)

Part 3: Professional Relationships in the US– 6 aspects of American Culture

- 1** – Individuality
- 2** – Value of Time
- 3** – Work Ethic
- 4** – Value of Personal Space in Public Space
- 5** – Value of Personal Hygiene
- 6** – How to address people you don't know well: Mr. or Ms. or Professor...First name ok?

Part 4: Networking at MIT

- Addressing professors: Mr./Ms. vs. Professor/Doctor..first name?
- Utilize Office Hours
- Interact with people outside of your department
- Volunteer for leadership roles
- MIT Network: Alumni Advisors Hub, Alumni Directory, and LinkedIn

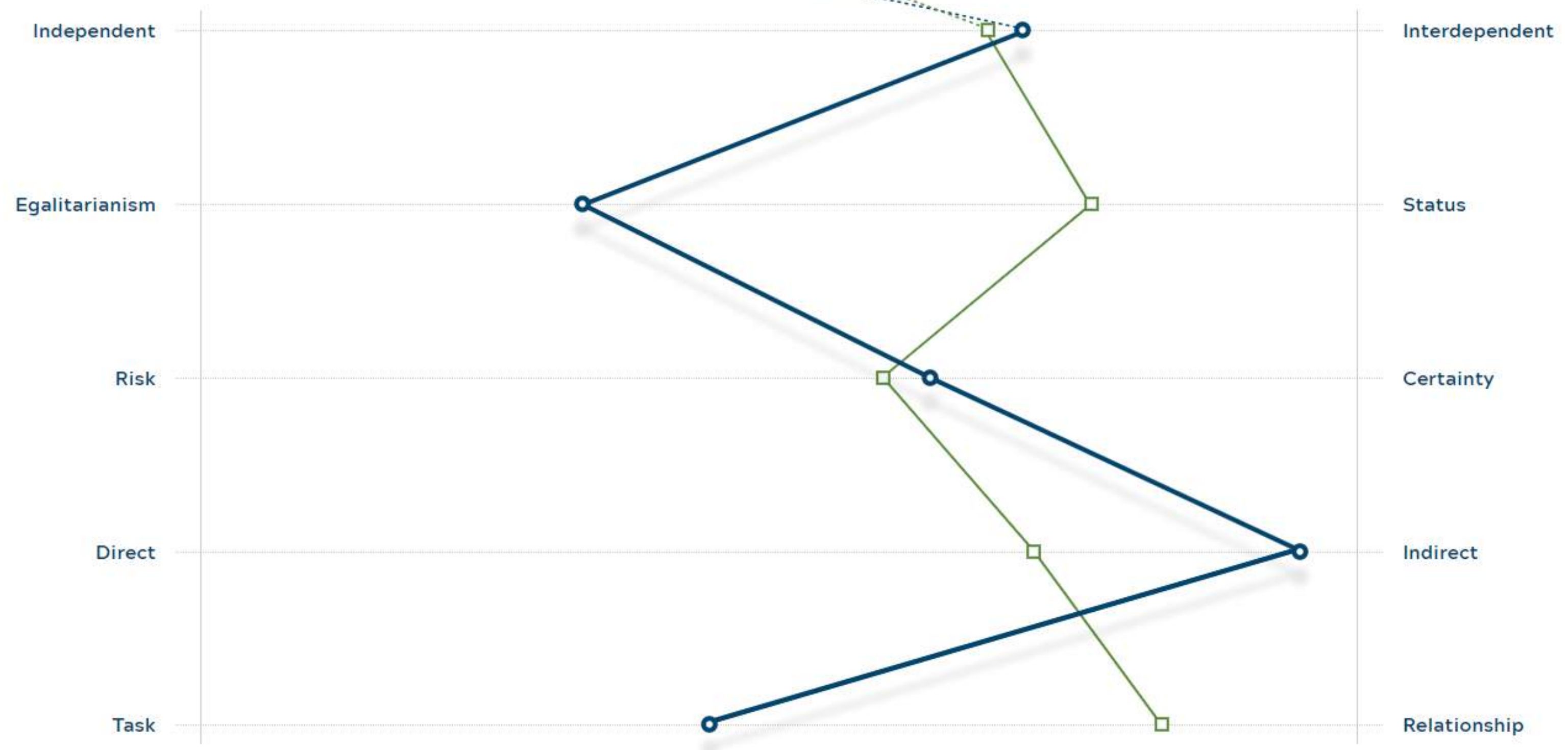
GlobeSmart: Dimensions of Culture

- 1 – Independent vs. Interdependent
- 2 – Egalitarian vs. Hierarchical
- 3 – Certainty vs. Risk
- 4 – Task vs. Relationship
- 5 – Direct vs. Indirect

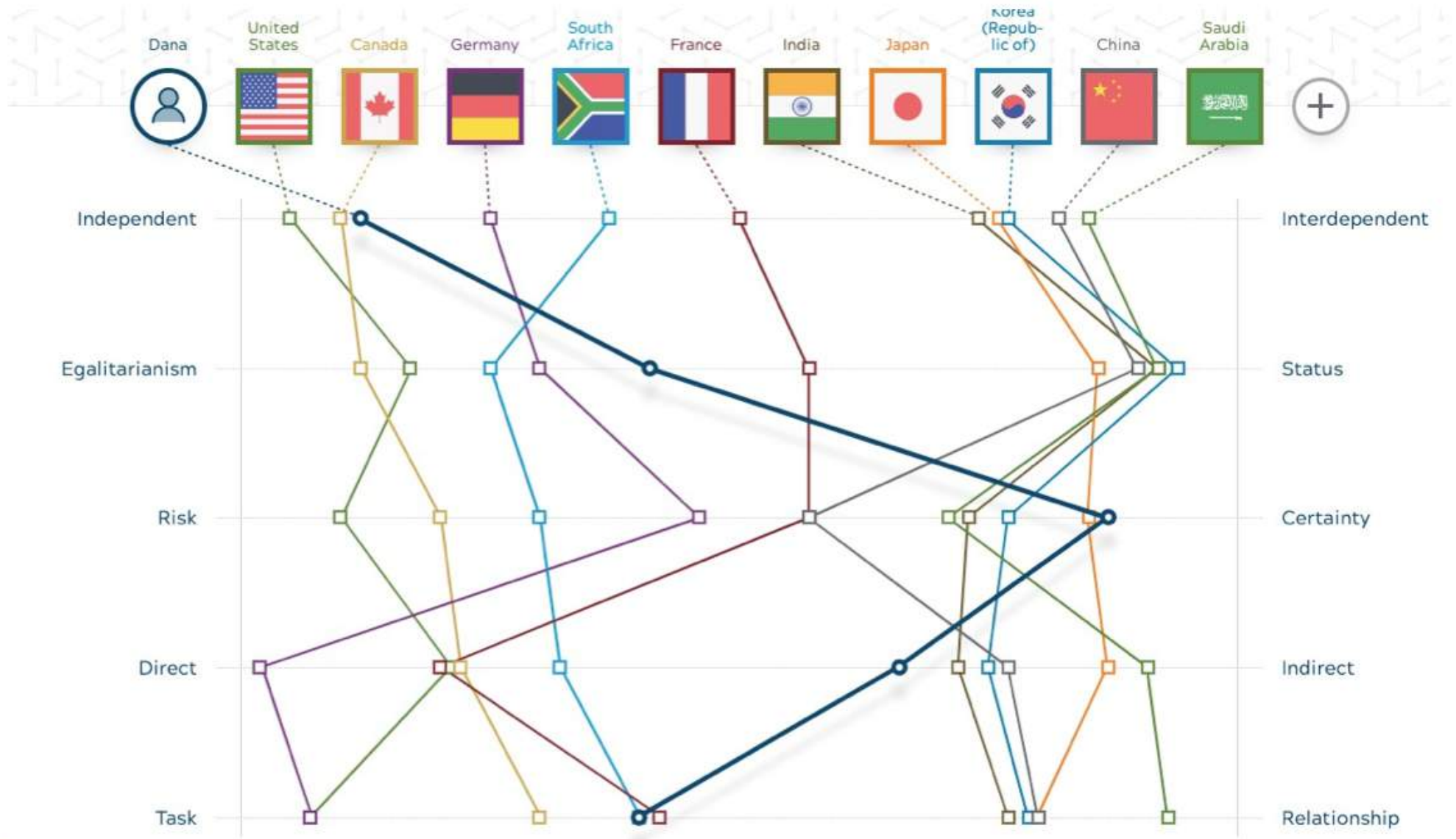
Take the GlobeSmart quiz:
<https://globalsupport.mit.edu/>

Ariel

Iraq



GlobeSmart Profile Comparisons



INTERNATIONAL STUDENTS OFFICE
 Massachusetts Institute of Technology

Placement of points on each dimension for the selected group are based on the median of the data collected and are not intended as a definitive statement about any group or individual.

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Next Steps

1) Take the GlobeSmart Profile

<https://globalsupport.mit.edu/>

2) Practice Your Elevator Pitch



Questions?

Please take the survey at right →

Contact us or connect on LinkedIn:

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Networking in the US American Context

Discussion scenarios

How would you handle these situations?

Scenario 1

Let's say you write an email asking for a meeting with a professor or job contact and they just never get back to you — how persistent should you be?

Scenario 2

You've had an info interview, and a job comes open at the company where you want to apply. What is the best way to utilize your contacts?

Networking in the US American Context



Thank

you!

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