

APS Webinars

Networking at APS Meetings

Thursday, February 16, 3:00 – 4:00 pm EST



Presented by:
Deanna Ratnikova
Education and Women
Programs
Administrator
American Physical
Society



Moderated by: Kimberly Short Graduate Student UCLA

Networking At APS Meetings

Deanna Ratnikova American Physical Society

and

Kimberly Short
University of California, Los Angeles

February 16, 2012

Tell us about yourself

Have you attended an APS Meeting before?

- a. No, I have not been to a Meeting yet.
- b. Yes, I have been to 1 or 2 Meetings.
- c. Yes, I have been to 3-5 Meetings.
- d. Yes, I have been to more than 5 Meetings.

Our Networking Goals

Build contacts

Exchange expertise and/or insights

Learn about other people and their organizations

Develop/Improve communication skills

Your Networking Mindset

Ask not what your country can do for you – ask what you can do for your country.

John F Kennedy

Your networking efforts will be more successful if you focus on providing value to others.

Before the Meeting

Musts

- Work on your 30-second pitch
 - Include your name, employer, expertise, interest/goals
 - Create two versions one with technical details, one with simplified terms
- Study the program and make a networking plan

Optional

- Get business cards
- Invest in a padfolio

Quick Tips

If you cannot be sincere, rethink action

Watch your body language

Be aware of your presence and appearance

Exchanging business cards

At the Meeting

- Networking at the conventional places
 - After research presentations
 - At a Meal- or Reception-style event
- Networking at the unconventional places
 - At a session before it starts
 - Coffee/food lines

Following Up

- Follow up with those you met at the meeting
 - If someone was extra nice, send them a handwritten note.
- Discuss leads with advisors and colleagues at your organization who also attended the meeting
- Connect to people on LinkedIn

Homework Assignments

- Events at the Meetings
 - March Meeting: www.aps.org/meetings/march/events/
 - April Meeting: www.aps.org/meetings/april/events/
- March Meeting Program
 - http://meetings.aps.org/Meeting/MAR12/Content/2295
- April Meeting Program
 - http://meeting.aps.org/Meeting/APR12/Content/2312

Connect with APS

- APS Physics on LinkedIn
 - Subgroups for Women and Minorities
- APS Forum on Graduate Student Affairs
 - www.aps.org/units/fgsa/
- Online Social Networking
 - APS Physics on <u>Facebook</u>
 - APSphysics on <u>Twitter</u>
 - American Physical Society on Google+
- Blogs
 - www.physicscentral.com/buzz
 - http://physicsfrontline.aps.org/

www.WomenInPhysics.org

www.MinoritiesInPhysics.org

APS Webinars

Join APS next week for a free webinar on navigating the APS Meetings!

Questions?

If we do not get to your question, email me at ratnikova@aps.org