

The background is a dark blue color with several abstract, organic shapes in various colors and patterns. In the top left, there is a yellow shape with black diagonal stripes. In the top right, there is a pink shape with black diagonal stripes and a red shape with small white dots. In the bottom left, there is a pink shape with small white dots. In the bottom center, there is a teal shape with black diagonal stripes. In the bottom right, there is a yellow shape with small white dots.

Sharing Your Research Journey through Networking and Building Connections

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Icebreaker



- **Speed Networking:** Each round you will have 2 minutes to talk with your partner about a specific topic.
 - **Round 1:** If you could have dinner with anyone – dead or alive, real or imagined, who would it be and why?
 - **Round 2:** "If you could instantly become an expert in something, what would it be?"
 - **Round 3:** "If you could swap lives with anyone for a day, who would it be and why?"

What is Networking?



It's now what you know it's who you know.

1. Networking is...

- a. The process of making connections and building relationships with other people/ professionals with similar and common interests.
- b. Networking can also be informal interactions, such as talking with coworkers during breaks, sharing ideas and resources, and collaborating on projects.

The Importance

Networking is essential for both personal and professional spheres.

Personal Development

**Business and
Entrepreneurship**

**Professional
Advancement**

**Social and Community
Engagement**

Fears and Concerns about Networking

What concerns you most about networking and meeting new people?



Networking Best Practices

- 1. Be Selective**
 - Focus on the people who have similar interests or commonalities
- 2. Do Your Homework**
 - Research the types of people who will be present
- 3. Set Goals**
 - Determine what you aim to achieve through networking
 - Set a realistic goal for how many people you want to engage
- 4. Build a strong personal brand**
 - Craft Your Story: Develop a concise and compelling personal or professional story to share during introductions.
 - Create a professional LinkedIn profile and connect with people with similar interests.

Networking Best Practices

4. Effective Communication:

- Active Listening: Practice attentive listening when engaging with others, showing genuine interest in their experiences and perspectives.
- Concise Communication: Master the art of delivering a clear and concise elevator pitch about yourself or your work.
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5. Nurture Relationships:

- Follow-Up: After initial meetings, send follow-up emails or messages to express gratitude and keep the conversation going.

Practical Application Activity 1: Crafting A Personal Mission Statement and Elevator Pitch

A **personal mission statement** defines who you are as a person (or as a team member where you work) and identifies your purpose—whether that's on the job or simply in life. It explains where you see yourself in the future, how you plan to pursue that purpose, and why it matters so much to you.

Things to Consider: Crafting Your Personal Mission Statement

1. Identify your Values
2. Identify your skills and abilities (what you like to do)?
3. What are your personality traits (how do you operate)?
4. Identify your dreams and passions (why you want to excel)?
5. What do you hope to accomplish?
 - a. What legacy do you want to leave?

Example

"My mission is to [action verb] [contribution] by [how you plan to do it] for [audience/community] to [desired impact or outcome]."

Practical Application Activity 2: Crafting Your Elevator Pitch

- An elevator pitch is a short conversation starter that can explain an organization, project, or individual goals.
- An elevator pitch should capture the listener's attention, convey your main message and goal
- The goal of an elevator speech is to create a memorable and positive impression and open the door for further conversation

Crafting Your Elevator Pitch

A good elevator pitch is...

Short



30-45 seconds
or 75-100 words

Personalized



Catered to what is most
important to the audience

Interesting



Storytelling, emotion, or
compelling data

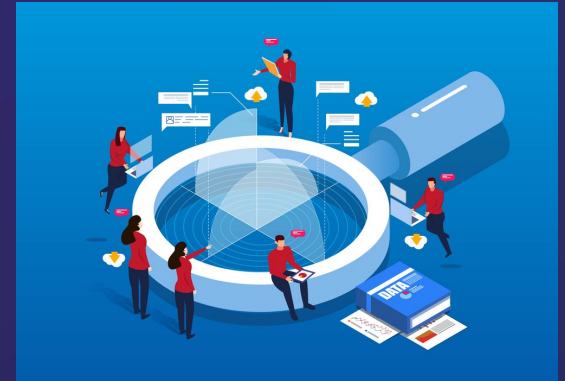
Confident



But not arrogant!

Questions your elevator pitch should answer:

1. What is the **topic** of your research?
2. What is the **problem, issue, or question** that you are asking and addressing in your research?
3. Why is that **problem** interesting and important? (i.e. So what?)
4. How does your work connect with a **broader disciplinary conversation** about this topic/problem in your field, and what does it add to that conversation?



Developing an Elevator Pitch: Best Practices

- Capture attention early with a compelling hook or story.
- Explain what you do as a researcher and the value you can offer to the community in a straightforward and memorable way.
- Conclude with a call to action that encourages the community to learn more, pose questions, or take the next step.
- Be adaptable and ready to modify your pitch based on audience you are addressing.
- Be confident, enthusiastic, and genuine while using appropriate body language and voice.
- Rehearse your pitch until it feels natural and flows smoothly without sounding rehearsed.
- Seek Feedback: Get feedback from peers, mentors, or colleagues to refine and improve your pitch.

Let's Practice

The background is a dark blue gradient. On the left side, there are several overlapping shapes: a solid red shape at the top, a red shape with a white dotted pattern below it, and a teal shape with white diagonal stripes at the bottom. On the right side, there are a pink shape at the top and a yellow shape at the bottom.



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