A Nerd’s Perspective on Networking for Young Professionals: Channeling the Extrovert

by

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Unofficial Title
Know Thy Nerd

- Come to terms with your bad experiences
- Realize your weaknesses, but play on your strengths
  - Requires more energy to something you're not good at
  - Play on your weaknesses
Practical Tips

- Make it a game
  - Play “Let’s Pretend”
  - Pretend you’re hosting the event
- Emulate an admired extrovert
- Listen, not talk
  - Helps develop your “memorable” questions
- Ask open-ended questions
- If you can’t be witty, be honest
- Go early, not late to functions
  - Easier to walk into a room of few people
Practice Makes Perfect

- Passive
  - Smile, make eye contact
- Daily Social Obligation
  - “Single-serve” friends
  - Less pressure to be brilliant
- Approach another wall-flower
- Push yourself outside your comfort zone
  - Sucesses make things less scary
To the Extroverts/Experienced

- Realize your “power circles” are intimidating to the new
- Make it a goal to talk to a new face
Take Aways

- It's okay to be afraid
- Practice, practice, practice
- Empathy