

# SPEED NETWORKING

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Strategies to find your niche  
and connect with others!



Claremont Graduate University  
*Career & Professional Development*

# WHY NETWORKING?

- Create a wider support network
- Increase visibility
- Foster impactful connections that lead to enhanced career opportunities
- Improve communication skills in professional and interpersonal settings
- Help one gain a better understanding of the demands, norms, and expectations of their respective field
- Create a context where new ideas and innovations are likely to be cultivated





# WHEN TO USE AN ELEVATOR PITCH?



**Career fairs or  
industry summits**



**Networking meetings  
or informational  
interviews**



**Online bios (e.g.,  
LinkedIn)**



**Impromptu  
moments: waiting in  
line for coffee or at a  
dinner party**



# 30-SECOND PITCH

Quick summary of your professional background, experience, and purpose

Tells a quick story of who you are, what you do, and where you want to go

Structure: Present-Past-Future

- What you're currently doing
- Recent accomplishments and important skills
- Goals and future direction

Keep it brief: 30-60 seconds

My name is Chris Varano, and I am second year master student at Claremont Graduate University.



Upon graduating I will be working as a consultant at EY. My key skills include change management, organizational development, leadership, and Microsoft Excel.



In the next few years, I see myself either moving up the ranks in the consulting field or pivoting to a new industry.



I would love to hear more about your organization and stay connected for opportunities at your company.





# BRENÉ BROWN AND POSITIVE PSYCHOLOGY

## **Vulnerability**

- Uncertainty, risk and emotional exposure.
- “The cave you fear to enter holds the treasure you seek”
- The worst thing that can happen is someone says no.

## **Authenticity**

- There is no one out there just like you.
- Self-knowledge: Values and strengths.

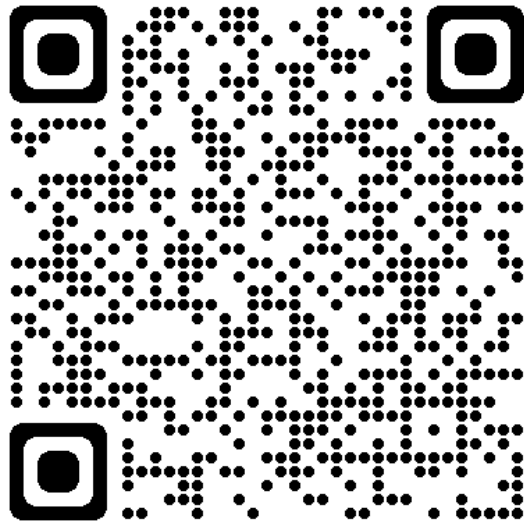
## **Coaching Psychology**

- Asking curious questions.
- Listening.
- Everybody likes to talk about themselves.

# CONNECT WITH US!

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Positive PsyDays



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