

# XCEL Points

## For Leadership Success

Campus Center and Student Activities Department

# Networking

## How Can Networking Help You?

People are social creatures, naturally forming numerous networks with people they meet. Networking is an important tool for achieving success, but how exactly can it help you?

## Networking Towards a Career

One of the most common goals of networking is to advance your own career. Often times college students and graduates will have trouble with this step simply because they do not know people in their field of study. Below is a list of ways that you can increase your personal network.

**Update your resume** - After yourself, the most important tool in networking is a resume, as it is often the first thing someone will ask for to review your accomplishments. Always keep your resume professional and up to date.

**Attend career fairs** - Career fairs are an excellent way to meet professionals in your area of study, especially when you are starting your career. Use business cards and other literature to keep track of who you talk to and make sure to have a firm handshake. This is your first impression to a company, so do everything you can to make it great!

**Work with the Career Development Center** - The CDC offers many services to students and graduates searching for a career, so do not miss this valuable resource! For more information send an e-mail to [cdc@wpi.edu](mailto:cdc@wpi.edu) or review their website at [www.wpi.edu/+CDC](http://www.wpi.edu/+CDC).

**Join websites such as linkedin.com** - These websites do not do networking for you, but they will help keep track of your contacts and provide you with new opportunities. Be careful what you post on some social networks such as Facebook and MySpace, as inappropriate content in your profiles could cost you a job.

**Participate in special events held by your major department** - Your department will most likely hold events during the year to meet professionals. Take advantage of this opportunity!

**Talk to your professors outside of class** - Various professors were once industry professionals or have ties to various companies. These ties or contacts can be your link to a job!



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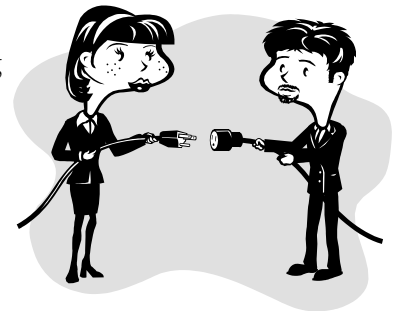
# Networking

### How Can Networking Help Your Organization?

As a leader of a collegiate organization, one important duty is to know who can help your organization on campus. There are many people who can help your organization, but before you can get any help, you need to know who to talk to. Below is a list of various groups and people who can provide aid to your organization and its members.

**Campus Administration** - Knowing which administrator to talk with can help your organization in many ways. Your advisor and past officers can help introduce you to the staff on campus, or you can schedule a meeting in the Student Activities Office for assistance.

**Student Body** - Ultimately your organization is serving the student body. If you know what students would like to see from your organization you can adjust your organization to better meet the needs of the campus community.



**SGA Representative** - The Student Government Association exists in part to help organizations, specifically with regards to budgeting. Your SGA representative can help your organization request the funding it needs for the year.

**Alumni** - One of the most overlooked resources of any collegiate organization is your organization's alumni. Their biggest resource is their knowledge, which can provide assistance in solving problems your organization may be having. Alumni may also be able to provide networking opportunities for the members of the organization, a vital role that can help members find jobs.

**Outside Business** - Your organization may deal with outside businesses. These businesses may be able to provide assistance to your organization as well as individual members. Many businesses have positions perfect for college students, and your organization's members may be able to obtain part time, or even full time positions. This is not possible for everyone, but if your organization is big enough to deal with outside businesses, you should take every opportunity to network.

*"It isn't just what you know, and it isn't just who you know. It's actually who you know, who knows you, and what you do for a living."*

~ Bob Burg

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