



Professional Networking (And I don't Mean Ethernet!)

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March 19th, 2017



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Creating a Cancer-free World.
One Person, One Discovery at a Time.

Learning Objectives

What is professional networking and what are its advantages?

How do you start your professional network?

How do you maintain your professional network?

Ways you can specifically network within Medical Physics.

How you can leverage AAPM Meetings and AAPM Volunteering to grow your network.

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Networking is simply starting a conversation with no destination in mind

- Kathryn Crawford Wheat
Networking Naked and Unafraid

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Connectivity Data Sharing Performance Enhancing and Balancing

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The background of the slide features a network diagram. It consists of numerous circular nodes, each containing a stylized human silhouette. These nodes are interconnected by a web of thin, light-colored lines, some of which are solid and others dashed, creating a sense of a complex, interconnected system. The overall color palette is warm, with shades of beige, tan, and light brown.

Shared Knowledge
Connections
Raises your profile
Increased Confidence
Opportunities

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Where to Begin?

*“The secret of getting ahead,
is just to get started.”*

-Mark Twain



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Where to Begin?

AAPM Career Services Resources

<http://careers.aapm.org/jobseekers/resources/>

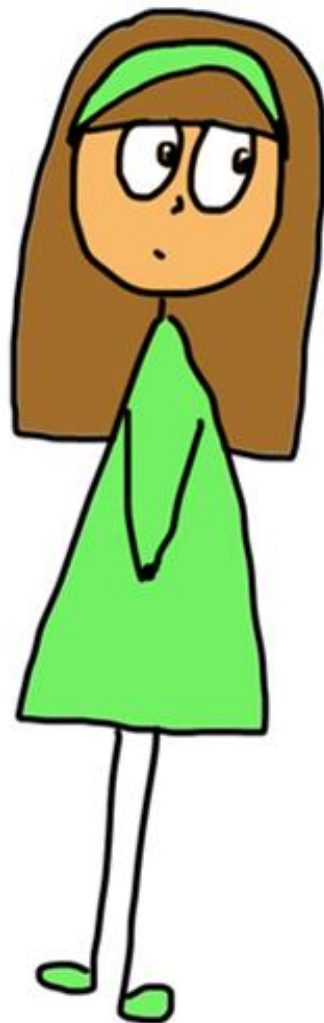
Alaina Levine: “Networking yourself to a great career”

<http://www.aapm.org/careers/jobseekers/resources/webinars/network-yourself-great-career.asp>

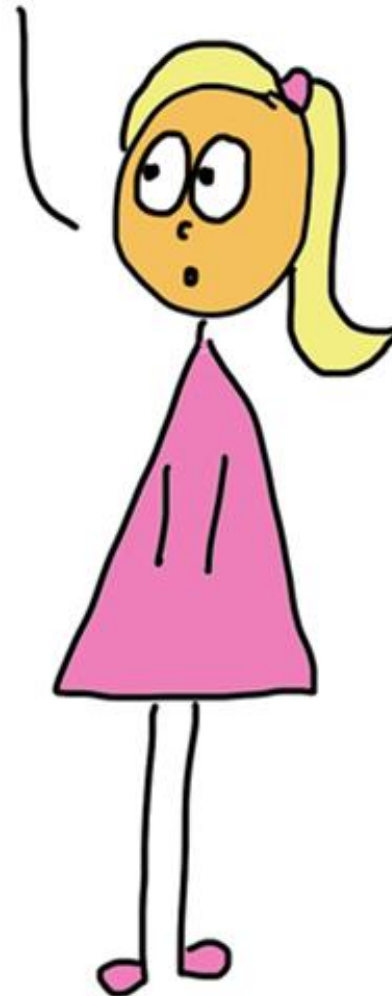
Mark Bowden: “The Importance of being inauthentic”

https://www.youtube.com/watch?v=1zpf8H_Dd40

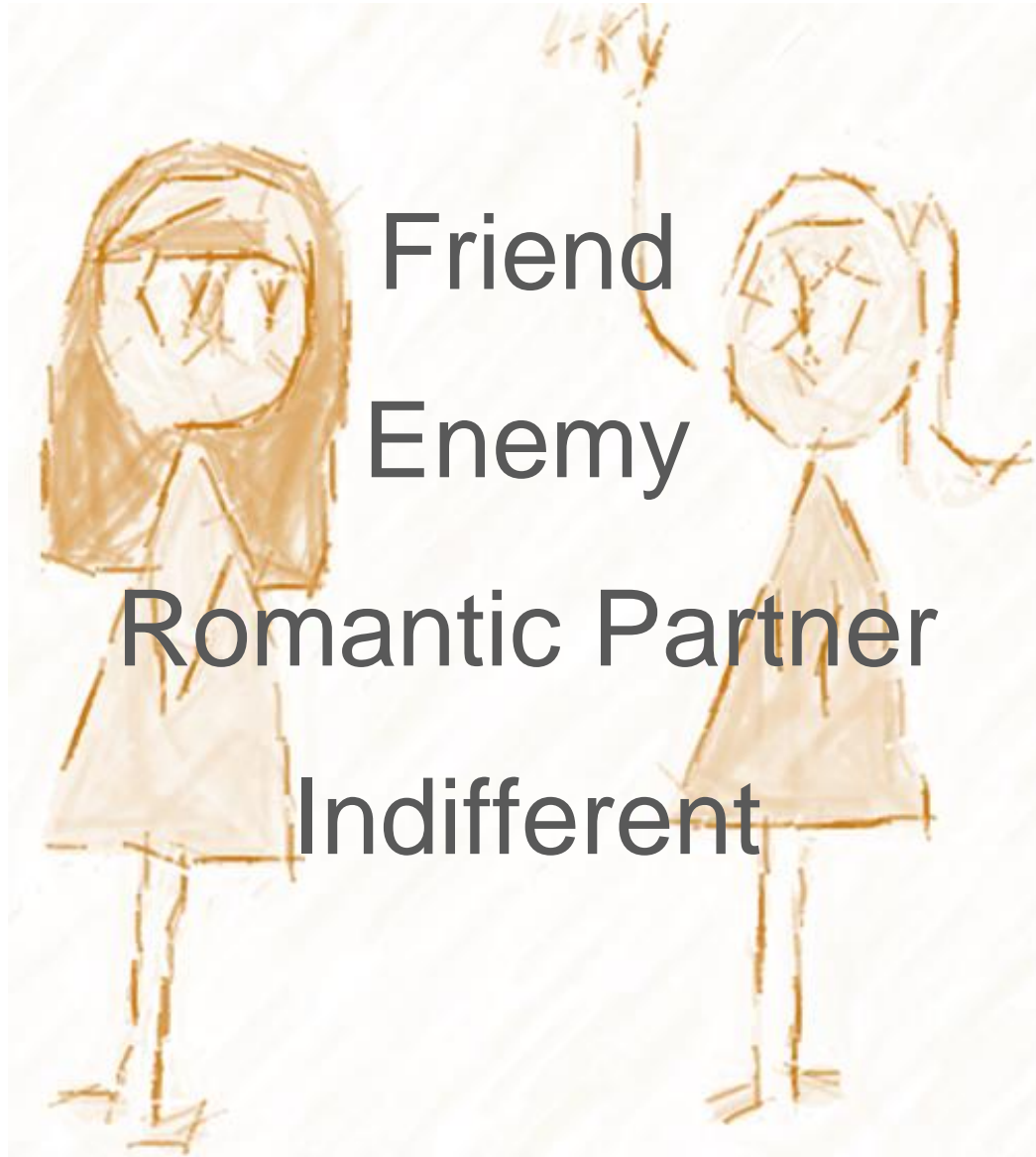
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Hey



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How to get into the “Friend” category

Smile

Eyebrow flash

Empty and open hands

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Relationship building

Create a conversation showing genuine interest in the other's projects.

Active listening techniques:

“That sounds like you are really excited about your results!”

“It sounds like you are having a lot of frustration due to <issue being discussed>.”

“That’s terrific news! You must be overjoyed / proud at <achieving accomplishment>!”

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How to build your medical physics network

For young professional at the start of their career:

A majority of relationships are going to spring out of Mentor / Mentee models

Have you dealt with...

What has been your experience with...

People liked to be asked their opinion and told it is valuable.

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How to build your medical physics network

For more seasoned professionals

Renewal of past projects

Individuals you've met at meetings

Former colleagues now at other institutions

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Tips for maintaining your network

Pay into network

Think about a friendship

Don't be the friend always asking for favors

Check in with a certain amount of frequency

Ask the other contact if there is an opportunity to aid them.

Don't lie!

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Top 3 points to remember

You need to regularly contact those in your network.

When refreshing contacts, follow up on previous conversations.

Ask them if there is something you can do for them

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Interactive segment

What does the contact refreshment look like?

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Collaboration

If you've been listening well, you will know when there is an opportunity to step in and collaborate

If you have some time to share on a problem of mutual interest, volunteer that.

If you have previous experience with a discussed barrier or even a triumph,

Share that experience and how you overcame the barrier / enjoyed that event.

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Collaboration

Active listening is important, but don't be afraid to talk about your own projects

Show enthusiasm for your work or accomplishments

Candidly discuss barriers you are facing.

Let them decide if they have something to offer in this area.

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Scientific Meeting Attendance

Face to face meetings are key to creating and maintaining networks

Session attendance can give insight to a person's interests and current projects.

Additionally, some talks can introduce you to someone's research that you weren't aware of.

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Professional Society Volunteering

This is your opportunity to work with people who are passionate about the same topic.

Picking the right committee is an important way of showing your interests.

In general, some of the committee members will share a similar interest on the topic at hand.

These are built in collaboration opportunities

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Professional Society Volunteering

Don't coast!

Nothings more frustrating to a committee chair, than members who barely even show up, and then contribute nothing.

The other members will notice as well, and you will not be tapped for other interesting opportunities

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Advancing our Profession or our Knowledge

The shared desire to reshape the profession of Medical Physics, and carry it forward.

Pick a current topic from a Point / Counter-Point, meeting talk, AAPM BBS, or MedPhys Listserv debate

Seek out those whose research you admire when at national or regional meetings.

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Build your network through personal interactions.

Pay into and maintain your network.

Seek out collaborations.

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Thank You

To learn more about Ohio State's cancer program, please visit **cancer.osu.edu** or follow us in social media:



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