

Developing your network in the field

with special emphasis on making a good
impression at AMA

AMA Doctoral Consortium 2014

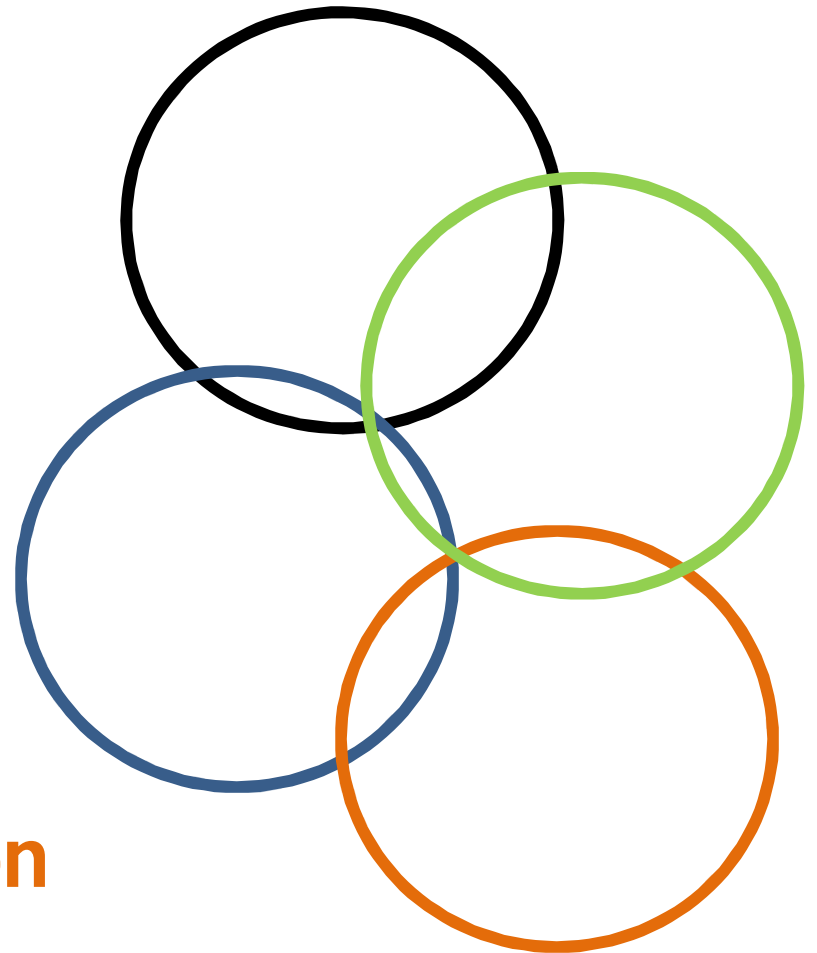
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With contribution from my network: Simona Botti, Lisa Cavanaugh, Kelly Goldsmith, Cait Lamberton, Anja Lambrecht, John Lynch, Tom Meyvis, Leif Nelson, Hilke Plassmann, Kelly See, Gal Zaubergerman

Why would you want a network?

- **Moral support**
- **Collaboration**
- **Mentorship / advice**
- **Cheerleading / promotion**



How to create networks – Talk to people

- Introduce yourself to people you are sitting next to in a session
 - “Hi, I am Kristin Diehl, are you working on something related to this session?”
 - Have 2-3 sentence explanation of your work ready to reciprocate.
- Talk to presenters after the session (or later in the conference)
 - “Hi, I am Kristin Diehl, I really enjoyed your presentation, I was wondering whether you had done any studies examining”
 - BUT: Keep it brief and ask them if it's OK if you follow up with an email. Then contact them with questions/comments within a couple of days after the conference.
- Organize a special session / symposium

How to create networks – Talk to people

- Don't be a badge snob – be nice to everybody
- Meet with department visitors – no matter what their methodological background

How to create networks – Invest in your network

- "Whatever is worth doing at all, is worth doing well." *Philip Stanhope, 4th Earl of Chesterfield*
But does not need to be perfect
- Do what you promised, when you promised it.
- Be at your poster! – to the END
- Do a good job when you are asked to review
- Go to your friends' talks.

And now you are at AMA – this is what you are trained for

- Show that you're a scholar, not a used car sales man/woman
- Make sure you establish what makes you unique – in a good way!
- Practice, practice, practice – So that you can go off script!
- Do your homework – know who is in the room & what they like
- Walk into the room as if you already liked the people.

Networks after you landed your (first) job

- Get to know your colleagues – all of them
- Figure out the landscape of where you are now
- Find a mentor at your new institution
- Keep a list of “letter writers”

Three things to remember:

