



Networking Within or Out of the Workplace

BACKGROUND:

Please consider the following resources:

- [How Long Do Employers Look At Resumes - Indeed](#)
- [80% Of Jobs Are Not On Job Boards: Here's How to Find Them - Forbes](#)
- [How to get a job often comes down to one elite personal asset, and many people still don't realize it](#)

The job-search process can be frustrating, complicated, and unfair. One online job posting can attract hundreds of applications and hiring managers typically spend only 6-10 seconds on a resume that makes it past an Applicant Tracking System. It is estimated that 75-90% of jobs in the markets are never even advertised or posted publicly. Recent statistics suggest that “as much as 80% of jobs are filled through personal and professional connections”.

DISCUSSION:

FOR THE MENTOR:

- What are some tips for being proactive and approaching people, especially if you're not naturally extroverted? What is better: quality (focusing on a few people you'd like to have meaningful connections with) or quantity (making as many connections as possible)? What are the best avenues to approaching people (in-person, LinkedIn, etc.)? How do you find common ground?

FOR THE MENTEE

- What are you trying to get out of a conversation? Are there people in your current circles you'd like to network with (professors, peers, co-workers, etc.)? How can you go about connecting with someone in your field of interest, especially if you are starting from scratch?