

HOW DID YOU GET THAT JOB?

PSYCHOLOGISTS AT WORK



AN APA VIRTUAL CONFERENCE

October 31, 2018 | 4:00 PM – 4:45 PM EST

Workshop: Networking For Success

Alan De Back, Marshall Brown & Associates

THE WEBINAR WILL BEGIN MOMENTARILY



Alan De Back

Associate, Marshall Brown & Associates

Alan De Back, an associate with Marshall Brown & Associates, is a career coach and learning consultant located in the metropolitan Washington, DC area. His background includes over 20 years in career coaching and learning/training related functions. With extensive experience with clients in the non-profit, government, and corporate sectors, he is skilled at customizing solutions that will best fit each client's needs.

HAVE A QUESTION?

While you won't be able to talk during the webinar, please submit your networking questions by using the "Questions" field located in the webinar control panel.



Networking for Success

Networking for Success

Today's Objectives

- Explore why networking is important
- Discuss how to network
- Understand difference between traditional networking and networthing
- Learn about informational meetings

Why Should I Network?

Please use the chat box to share your ideas!



Why Should I Network?

- Establishes professional relationships
- Increases career field knowledge
- Enhances communication/interviewing skills
- Source for 75% successful job searches

How and Where Do I Network?

Please use the chat box to share your ideas!



How Do I Network?

- Decide what you want to accomplish
- Have a question you want answered
- Bring business cards
- Follow-Up!

Where Do I Network?

- Professional association meetings
- Conferences
- Classes
- Almost anywhere!

Networthing vs. Traditional Networking

Networking

Focus on “We”

- Help each other improve and grow
- Advice and support flows both ways
- Ongoing professional relationship

Networking

Concentration on Long-Term

- Enduring professional relationships
- Develop strong trust
- Respect each other's strengths and skills

Traditional Networking

- Focus on “Me”
- Concentration on Short-Term

Questions So Far?



Informational Meetings

- Determine your goals
- Plan your questions ahead
- Use your time effectively

Informational Meeting Questions

- Probe for information
- Open-ended

Potential Informational Meeting Questions?



Informational Meeting Questions

Personal/Background

- How did you get into this type of work?
- What do you like best about your field of work/current position?
- What would you change if you could?

Informational Meeting Questions

Professional Field

- What changes are happening in your field?
- What changes are happening in your organization?
- What types of skills are most important in your field/organization?
- What are your biggest challenges?

Informational Meeting Questions

Advice

- What should I do to further develop professionally?
- What other advice would you give someone entering this field?
- What advice would you give to someone interested in your organization?

AUDIENCE QUESTIONS



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Free E-Booklet Offer

Monitor on Psychology: Finding A Job In Industry features psychologists working in business and corporate settings as well as articles on job hunting and interviewing.

Download this free booklet now from the 'Handouts' area of your webinar control panel.

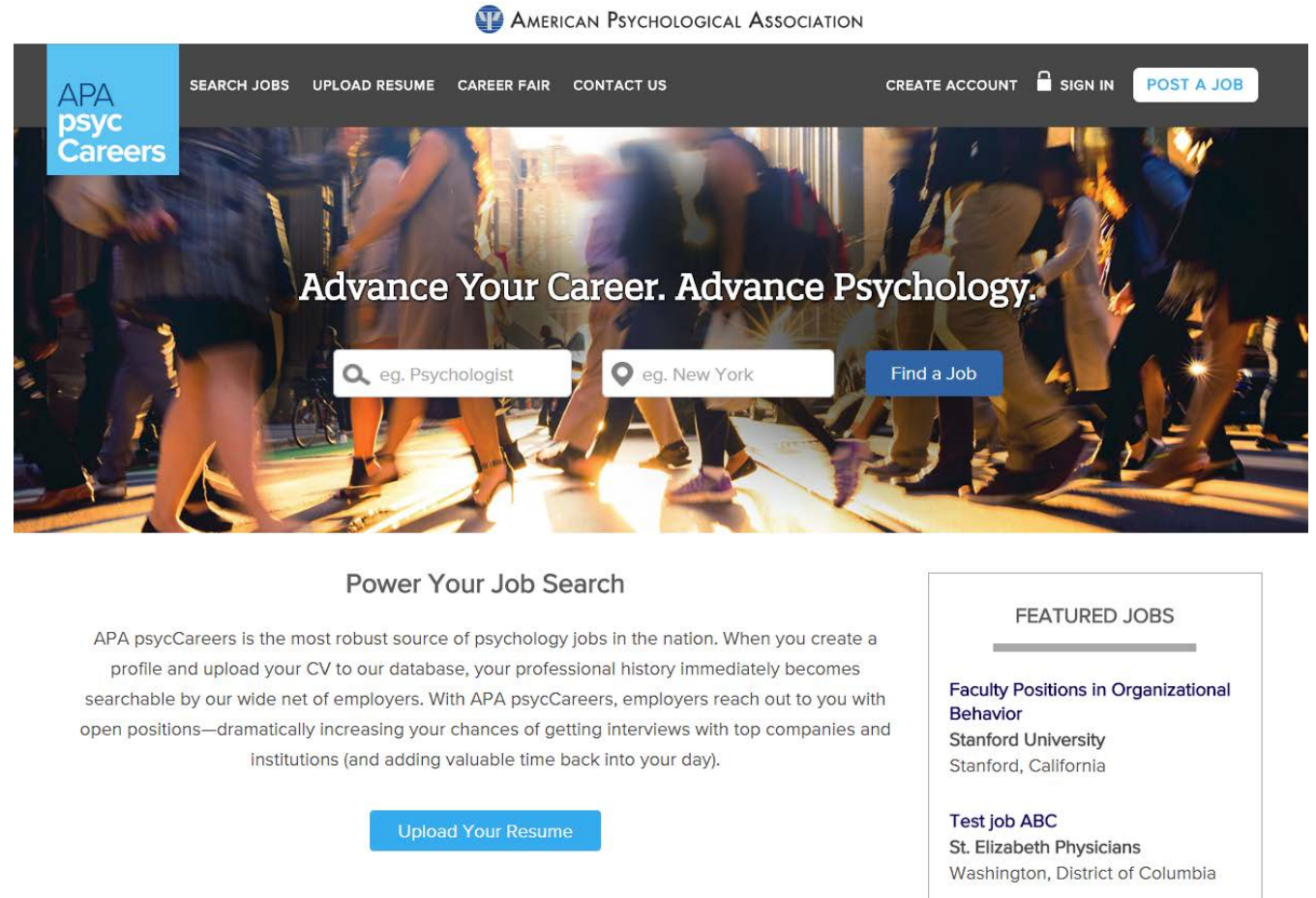


APA Resources

APA psycCareers

APA's job board is packed with academic, clinical, and research psychology positions. Create an account and upload your resume to become instantly searchable by employers and recruiters for all applicable opportunities.

Learn more: www.psychcareers.com/



The screenshot shows the APA psycCareers website. At the top, the American Psychological Association logo is on the right, and the APA psycCareers logo is on the left. Navigation links include SEARCH JOBS, UPLOAD RESUME, CAREER FAIR, CONTACT US, CREATE ACCOUNT, SIGN IN, and POST A JOB. The main banner features a blurred image of people walking and the text "Advance Your Career. Advance Psychology." Below this is a search bar with "eg. Psychologist" and a location dropdown with "eg. New York", followed by a "Find a Job" button. The section "Power Your Job Search" contains a paragraph about the robustness of the job board and an "Upload Your Resume" button. On the right, a "FEATURED JOBS" section lists two positions: "Faculty Positions in Organizational Behavior" at Stanford University and "Test job ABC" at St. Elizabeth Physicians in Washington, D.C.

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APA psycCareers

SEARCH JOBS UPLOAD RESUME CAREER FAIR CONTACT US

CREATE ACCOUNT SIGN IN POST A JOB

Advance Your Career. Advance Psychology.

eg. Psychologist eg. New York Find a Job

Power Your Job Search

APA psycCareers is the most robust source of psychology jobs in the nation. When you create a profile and upload your CV to our database, your professional history immediately becomes searchable by our wide net of employers. With APA psycCareers, employers reach out to you with open positions—dramatically increasing your chances of getting interviews with top companies and institutions (and adding valuable time back into your day).

Upload Your Resume

FEATURED JOBS

Faculty Positions in Organizational Behavior
Stanford University
Stanford, California

Test job ABC
St. Elizabeth Physicians
Washington, District of Columbia

APA Resources

Member Content

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Learn more: www.apa.org/members/your-growth/networking/



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