



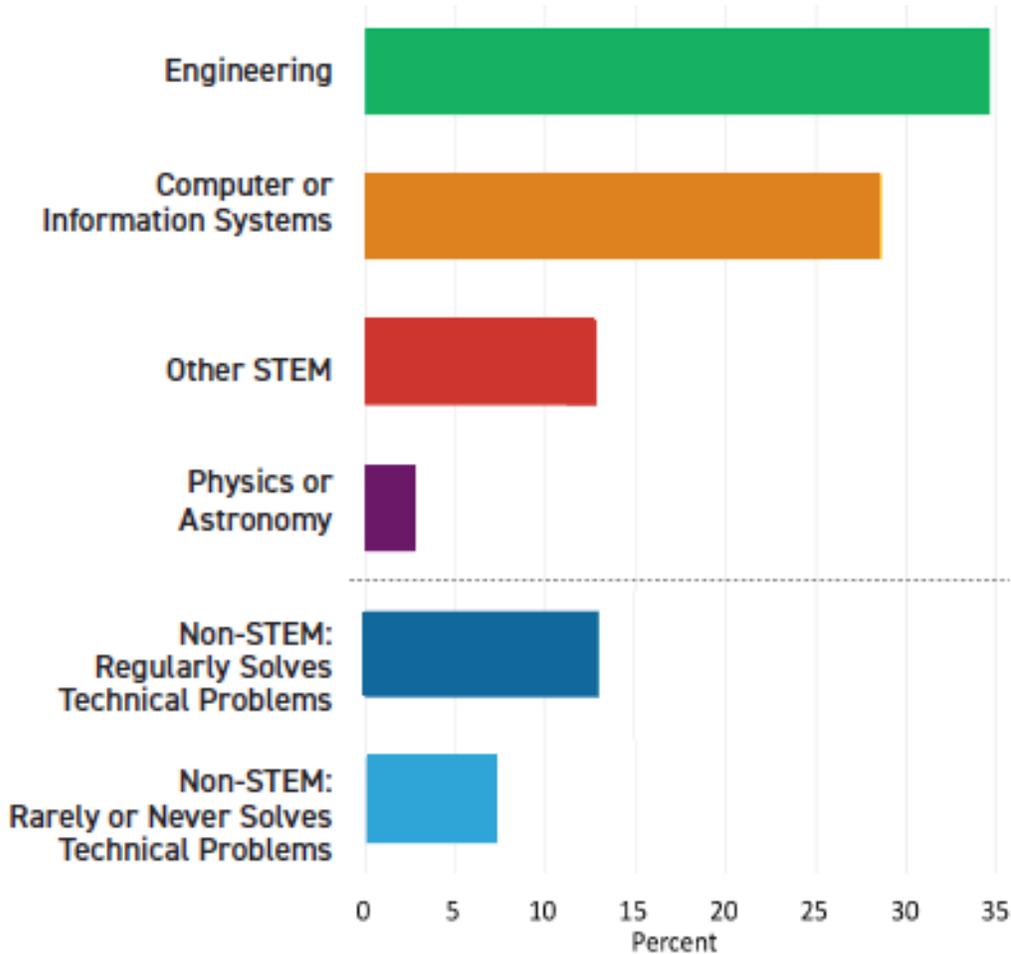
Physics & Astronomy Career Workshop #2

Making connections:
Informational interviewing and networking

10 February 2022

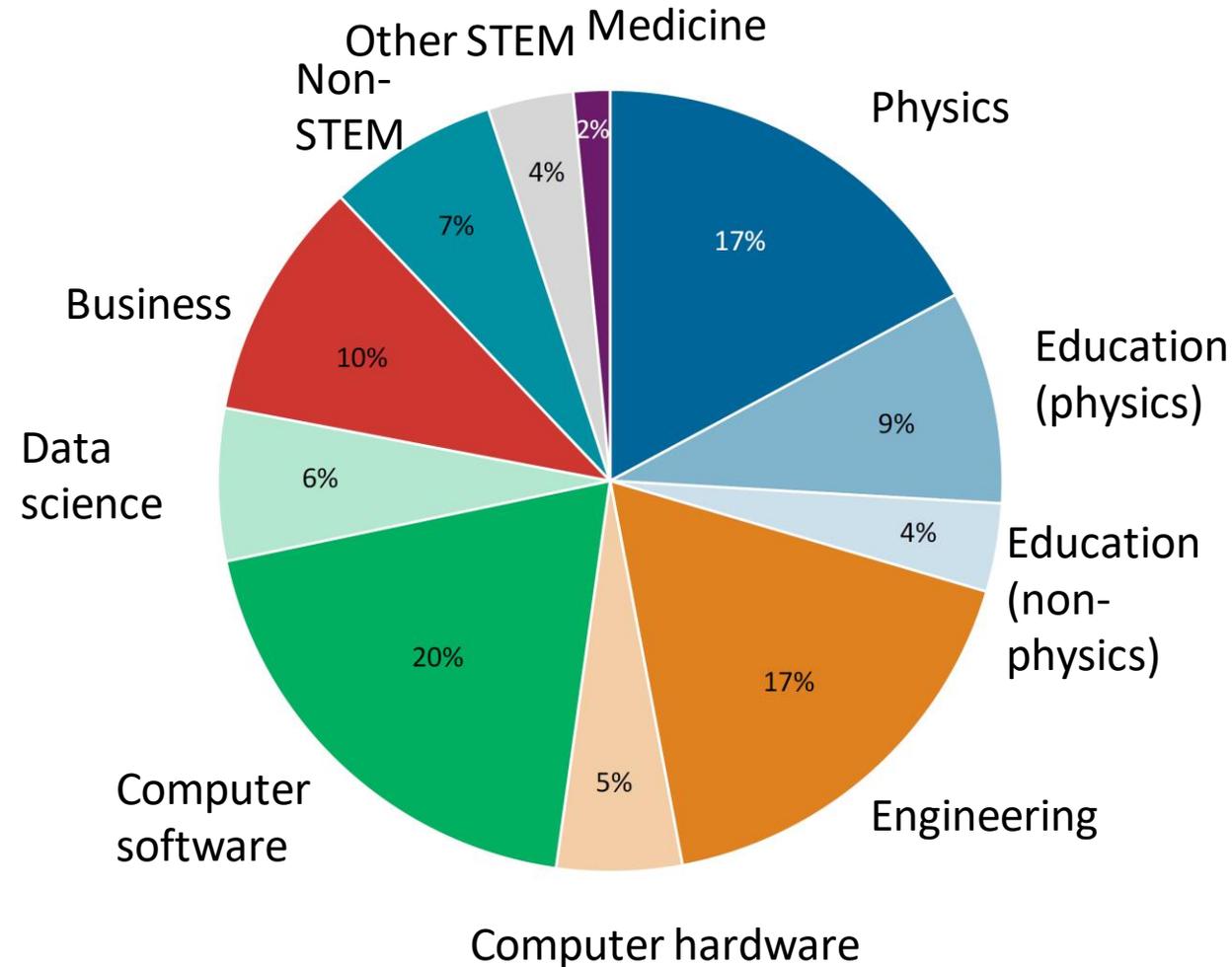
Employment fields of new graduates

Bachelor's (private sector)



AIP Statistical Research Center

PhD (potentially-permanent)



Homework from workshop #1

Career journal

- Goals/interests/strengths
- Skills inventory
- Why did you become a scientist?
- What do you do that makes you happy?
- What is your “superpower?”

Exploration

- Watch an APS webinar
- Get on LinkedIn (if you haven't already)
- Identify employment areas that interest you and individuals who have such jobs

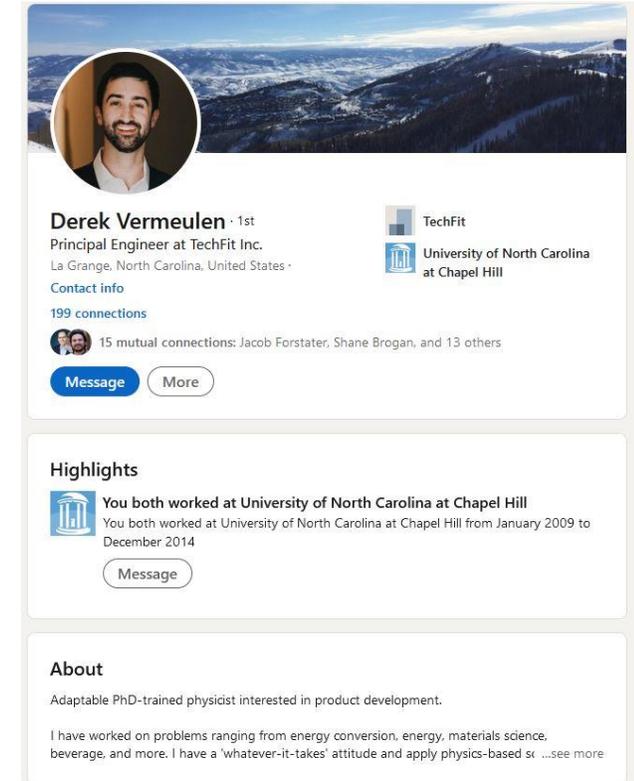
What webinar did you watch, and what is one thing you learned from it?





Your LinkedIn profile

- Use a good photo—people remember faces better than names!
- Companies often use employment search firms (“headhunters”)
 - Professionals are typically on LinkedIn
 - LinkedIn is keyword-searchable
- Put careful thought into what you list in the various sections:
 - About
 - Background
 - Skills
 - Accomplishments
- Look at profiles of other physicists



See also advice from UCS: <https://careers.unc.edu/students/networking-and-social-media/how-build-your-linkedin-presence>

Connecting with others

Your connections

- 1st degree connections: people you know
- 2nd degree connections: people known by people you know (many more of these!)
 - Ask your mutual connection for an introduction
- **70-80% of jobs are found through 2nd-degree connections**
- Connections can be through family, friends, acquaintances, your barber, ...

On

- Select “My network” to see your connections, and “people you may know” (based on your profile).
- Send “connect” request on LinkedIn to people you know to be able to message them (and automatically follow them)
- LinkedIn Groups

Connecting on

Search for targets

- Use appropriate search term (e.g. “data science” or “physics”)
- Filter by 1st and 2nd degree connections
- Contact mutual connections of 2nd degree about introduction

Craft your “connect” message

- Always use a personal message, not the generic “I’d like to add you to my network” that LinkedIn supplies (more likely to accept)
- Be direct (but succinct)
- Helps them understand what they can do to help you

Informational interviews

- Talking with someone who has a job that might interest you
- Typically ~ 30 minutes
- Could be in person (though most likely virtual)
- Find out what the job entails
- Is it a match to your goals/interests/strengths and skill set?
- Who could you talk to if you want to learn more?
- NOT an opportunity to ask for a job! (Though an opening might be mentioned)
- The person is now part of your network!
- Contact the person again after a few months and say what you did in the interim



Possible questions for informational interviews

Generic

- What is the focus of your work? What do you do for the company (or lab)?
- What is your typical day like?
- What is the most difficult aspect of your job? The most enjoyable?
- What trends do you see in your industry in the next five years?
- What kind of experience or knowledge do employers look for in an applicant?

Specific

- More detailed questions based on their profile, or what you have found out about the company

See also the more detailed handout on informational interviewing from UCS:

https://careers.unc.edu/sites/careers.unc.edu/files/documents/Informational%20Interviewing_0.pdf

Work in groups to assemble lists of possible questions for an interview

Put your targets in this Google sheet: tinyurl.com/4e3cubkk and we will form groups

Networking

Networking does not mean engaging in meaningless banter at social events.

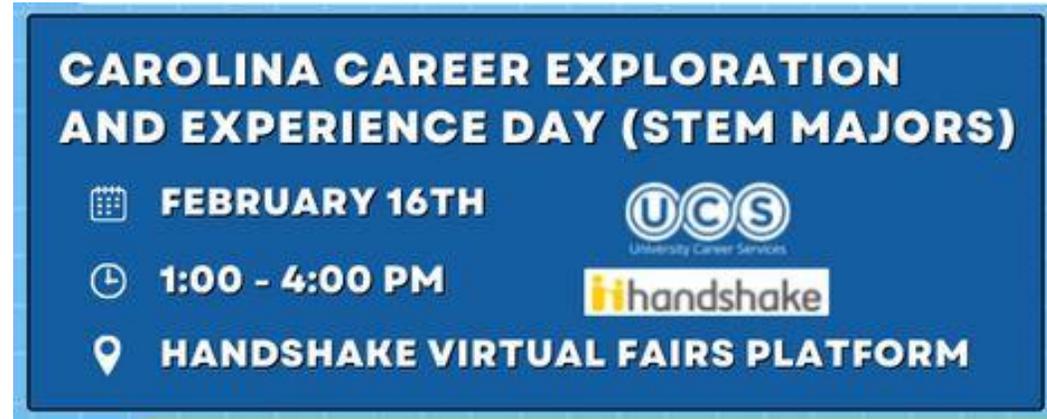


Networking is developing relationships with people who share your professional and personal interests, and alerting them to your abilities and goals.

- Who you are
- What you want

Based on your self-evaluation and self-assessment (*see workshop #1*), **develop a few-sentence “pitch”** that describes your background and the career path you are interested in.

Networking opportunity coming up!



Recruiters available to discuss career pathways in their industries, answer questions about what you can do with a physics degree and your career interests, and talk about current openings and how you can apply. ***Develop your networking skills!***
Sign up via Handshake on UCS webpage

Want some additional help in preparing? UCS Career fair cram session: [Career Fair Cram Session](#) **Feb. 15** 4:00 -5:00 PM (via Zoom). Sign up on UCS webpage.
Practice your virtual networking skills with UCS staff and employer representatives before the main event!

Homework

Foundational

- Informational interviews
 - **Do (at least) one informational interview**
 - Make notes in your career journal
 - Adjust question list for next interview
- Continue reflections
 - Self-knowledge
 - Self-assessment



Focused

Find (at least) one job ad for a position that could interest you

- APS job board:
<https://careers.aps.org/jobseekers/>
- AAS job board:
<https://jobregister.aas.org/>
- LinkedIn: “Jobs” tab, search by keywords (get from profiles)
- Websites of specific companies (see “who’s hiring” links on Career Info page)
- Career fair

You will use this in workshop #3