

# Networking

University of Minnesota - College Pharmacy

Switch your mindset from "networking" to service and connection

## Networking Basics

### Do Your Research

Networking is a way to build your connections and your professional relationships aimed at benefiting both you and the other professional.

You may have heard the saying "It's all about who you know". Consider thinking of that in a new light; "It's not about who you know, **it's about who knows you**".

### So, how do you get others to know you?

Take advantage of your current connections. Think about who you already know: family, friends, neighbors, faculty, supervisors, colleagues, preceptors, etc. Talk with them about your interests and what you are looking for. You never know who they know! You may just be one connection away from an interview, and perhaps a job!

In addition, you can utilize other resources (on campus and off) to connect with professionals in your field of interest without having a personal connection.

**PHARMACY  
IS A SMALL  
WORLD**

Making professional connections is your key to success and growth.

## Ways to Network

### Face-to-Face & Virtual

Plan out when there are career fairs and opportunities for you to communicate and meet with professionals in the field. Begin attending early in your pharmacy school career; not just right when you need a job or residency. It's about building connections and gaining knowledge and experience as well.

When connecting with other professionals, think about how you can serve them. Who might you know? What questions or problems might you be able to help them solve? Networking is a two-way interaction--you want to look for mutual benefit.

#### **Career & Internship Fairs**

Check out U of M PharmD website for upcoming fairs

#### **Professional Conferences / Meet and Greets / Socials**

Introduce yourself - bring business cards

Leave your phone in your pocket!

Ask about informational interviews if appropriate

#### **Informational Interviews**

Check out resources at the bottom of this page and on the back for how to conduct an interview. Rotation sites (IPPE's and APPE's) are one potential avenue for connecting with pharmacists with whom you can conduct informational interviews.

#### **Social Media**

Like and follow companies and professionals in your desired area

Connect on LinkedIn

Update your social media sites to reflect your professional interests

#### **Ongoing Contact**

Be sure to create a plan for how you remain in contact with your networking connections. Send emails with updates or relevant professional articles and/or connect on LinkedIn.

## Resources

**Networking in Pharmacy:** <https://www.pharmacytimes.com/contributor/timothy-o-shea/2014/11/how-to-network-within-the-pharmacy-world>

**What is an informational Interview:** <https://career.ucsf.edu/sites/career.ucsf.edu/files/PDF/Pharmacyinformationalinterviewing.pdf>

**Requesting informational interview samples:**

<http://www.ucdenver.edu/academics/colleges/pharmacy/resources/CareerServices/Documents/Skaggs%20Informational%20Interviewing%20Guide.pdf>



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## Questions to ask in an Informational Interview

### **General:**

- Tell me about a typical workday.
- How do you spend most of your time?
- What specialized/specific skills are required in your position on a day-to-day basis?
- What parts of your job do you find most challenging?
- What do you find most enjoyable?
- What negatives are there to your job?
- How many hours do you work in a typical week? What is the schedule like?
- What do you wish you knew (but didn't) when you were considering this job or area of pharmacy?
- Describe any significant changes you see in the future in this area of pharmacy.

### **Career Development/Progression:**

- Is this where you thought you would end up? If not, how did you end up here?
- How do most people enter this area of pharmacy?
- What are you most proud of in your career?
- Would you do anything differently in your career if you could start over?
- What professional organizations are you associated with and in what ways?
- What do you see as your career path going forward? Advancement opportunities?

### **Advice/Recommendations:**

- Can you recommend any elective courses I should take if I want to pursue this type of position?
- Besides the PharmD degree, what other educational preparation would you recommend for someone who wants this type of position?
- Considering all the people you've met in your line of work, what personal attributes are essential for success?
- What do (or would) you look for when interviewing and hiring a new intern or PharmD?
- What advice do you have for me?
- Who else would you recommend I connect with?



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