



Networking in Student Affairs

Jackie Balzer

Oregon State University

Dean of Student Life

Jackie.Balzer@oregonstate.edu

(541) 737-2382

OSU Oregon State University

[What is Networking?]

- Web of professional relationships
 - representing an array of experiences, settings, positions, and backgrounds
 - including mentors, colleagues, acquaintances, committee members, learners, co-presenters, or....

[Why Network?]

- Relationships are at the heart of our profession!
 - Learning and doing opportunities
 - Diverse perspectives
 - Mentoring opportunities
 - Visibility of your talents
 - Reputation building
 - Our profession is very small

[Purposes of Networking]

- Preparing for your future
- Promoting effectiveness now
- Developing a history
- Opportunities for reflection, consultation and energy

Preparing For Your Future

■ Getting at the table and learning

- Exposure to new ideas and ways of doing things
- Leadership lessons
- Information gathering
- Demonstrating your willingness to help and learn new things
- Reputation building

Promoting Effectiveness Now

■ Relationships get the work done

- Developing webs of people who want to make a difference
- Real people talking about things that matter
- Honest colleagues who will tell you like it is
- Opportunities to be leader and follower
- Gaining perspective on the bigger picture

Developing a History

■ Maintaining contact with your past

- Appreciative of those who have helped you along the way
- Being interested and involved in the success of others
- Feedback from those who have watched you grow
- Long term performance reputation

Reflection, Consultation and Energy

■ Avoiding isolation and burnout

- Diverse ideas and perspectives from colleagues
- Opportunities to be accountable others in the profession
- Someone to call when things get tough
- Laugh out loud fun

[Where to Network?]

- Your home department
- Your campus division of Student/Academic Affairs
- Throughout campus-Faculty and staff
- Local community
- Regional area and organizations
- National organizations

[Where to Network?]

- **Campus Service**

- Task forces, advisory groups, campus governance, volunteer opportunities, presentations...

- **Professional service**

- Conferences, presentations, advisory groups, institutes, list serves, workshops, meetings, business meetings...

[Tips: Connecting With Others]

- Friendliness: your ability to communicate openness to others
- Appreciative Empathy: your ability to recognize, acknowledge, and experience others
- Relevance: your capacity to connect with others' interests, wants and needs
- Authenticity: your ability to be you
- Humility: your ability to be honest, true and listen

[Tips: Connecting With Others]

- Quality vs. Quantity
- Slow down - enjoy people and the process
- Seek positive connections
- Seek diverse connections
- Be willing to show up, work hard and deliver
- Take risks
- Make and keep commitments
- Do your best

[**Tips: Six Things to Know** (Whitmore, 2005)]

- Make friends first
- Framing not hunting
- It's not about you, it's about them
- Help others and help yourself
- Planning precludes poor performance
- Everyone you meet is a potential contact

[Networking Plan]



- **Where** will I get involved or network?
 - Campus-
 - Region-
 - Other-
- **Who** can I to get to know?
 - -
 - -