

Networking Q and A

Women Physician Leadership Academy: March 2, 2024

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Pros of Networking

- Engagement
- Communication
- Innovation
- Experience- Student: Teacher: Mentee: Mentor: Colleague: Leader
- Visions- who you want to be
- Look at Medicine from Different Perspectives (specialties, areas/aspects in career, geography)

Peers

- Question
- Listening
- Observing
- Learning

Personal, Social, Professional

- Types of Networking
- *Operational (build relationship to get work done)*
- *Personal*
- *Strategic (value relationship to get objective met)*

WPLA Fall Strategic Communication October 2023 session

Networking at All Levels of Training

- Art of Networking as a Medical Student- being open
- Equity – promote access to all- Engage all- Diversity
- I.e. Assign Mentors, when opportunity comes up invite all
- Residency, Fellowship, Career, Leadership

Salib S, Hudson FP. Networking in Academic Medicine: **Keeping an Eye on Equity**. J Grad Med Educ. 2023 Jun;15(3):306-308.

Research: Networking In Medicine

- PubMed- zero filters
- networking in medicine
- “Your search was processed without automatic term mapping because it retrieved zero results.”
- networking in business- 12,376 results

Opportunity in Networking

- Policy
- Advocacy
- Connections
- Consultations
- Education
- Conferences

How? Personal Decision

- Cold Call?
- Email? Virtual meeting?
- Social Media
- Introduction
- Professional
- Educational

Tips on Networking

- Prepare, Plan Ahead, do your research, Run Through
- Practice
- Have ideas/specific question
- Have your two minute introduction
- Reach out to common connections

Networking

- Learn what works best for you- Authentic
- For example: Books
- Pollard, M et al, The Introvert's Edge to Networking: Work the Room. Leverage Social Media. Develop Powerful Connections
- Michael Bungay Stanier How to Work with (Almost) Anyone: Five Questions for Building the Best Possible Relationships

Networking

- Specialty Society
- Specialty Based
- Medical Society- Local, State, National

Questions

- Polls

Resources:

- Aiyer AA, Mody KS, Dib AG, Kaplan JR, Varacallo MA, LaPorte DM, Levine WN. Medical Student Mentorship in Orthopaedic Surgery. *J Am Acad Orthop Surg*. 2021 Aug 15;29(16):681-690.
- Guadix SW, Winston GM, Chae JK, Haghdel A, Chen J, Younus I, Radwanski R, Greenfield JP, Pannullo SC. Medical Student Concerns Relating to Neurosurgery Education During COVID-19. *World Neurosurg*. 2020 Jul;139:e836-e847
- Riley B, Riley G, Book Chapter “Critical Skills: Networking” Salem Health- Adolescent Wellness, Grey House Publishing July 2015.
- Rubulotta F, Santonocito C, Rubulotta G. Gender distribution in boards of internal medicine societies and paper authorship: Networking is the key to success. *Eur J Intern Med*. 2022 Mar;97:34-35.
- Salib S, Hudson FP. Networking in Academic Medicine: Keeping an Eye on Equity. *J Grad Med Educ*. 2023 Jun;15(3):306-308. doi: 10.4300/JGME-D-22-00546.1. Epub 2023 Jun 14. PMID: 37363681; PMCID: PMC10286928.
- Souba W, Souba M. How Effective Leaders Harness the Future. *Acad Med*. 2018 Feb;93(2):166-171.