

Networking, confidence, communication and career development skills

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The people who stand out in this industry aren't necessarily smarter ...

... it's often because they acted sooner in their careers.

Building your professional foundation

Today's goals

- Practiced networking
- Spoken multiple times
- Experienced pace and pause
- 1-2 actionable career steps



Networking without awkwardness

Who here finds networking a bit uncomfortable?

Admission is the first step

Networking without awkwardness



Reframe networking

- Not about impressing people
- All about understanding people
 - Start with curious questions
- Build genuine micro connections
 - Ditch scripted elevator pitches

Networking without awkwardness

Turn to someone you don't know

What's the most interesting project you've worked on recently?

Networking without awkwardness

The 3 Question Framework

- What are you working on?
- What's challenging you right now?
- What's your next step?



Networking without awkwardness

Why most networking fails

- Talking too much
- Trying to impress
- No follow-up



Networking isn't a performance - it's a conversation

Audience poll

Networking without awkwardness



Micro-connections strategy

- Meaningful topics
- Quality beats quantity
 - Be memorable
 - Examples

Networking without awkwardness

Networking - Takeaways

- Ask one good question
- Have real conversations
- Send a follow up



Networking without awkwardness

Final challenge - networking drinks

- Speak to 2 new people
 - Ask one real question
 - Send one follow up
-
- Turn to someone right now and tell them you're going to check if they did it.





Pineapple does not belong on pizza?

Confidence & Professional Presence



Building Confidence & Professional Presence

Confidence is built not born

- Confidence comes from trying ... action!
- You don't need to feel ready
- Start before you're comfortable



Building Confidence & Professional Presence



The Confidence Loop

- Action → small success
 - Success → belief
- Belief → more action (see step 1)

Sharing time

Building Confidence & Professional Presence

Speak Early, Speak Often

- Ask one question early
 - Contribute before overthinking
 - Don't wait to be perfect
-
- Ask me a question about contaminated land right now



Building Confidence & Professional Presence



Own Your Learning Phase

- You're allowed to not know
- Ask better, not smarter, questions
 - Curiosity beats expertise

Get into pairs

- What's something in your job you're still figuring out?

Building Confidence & Professional Presence

Body Language Drives Perception

- Stand tall
- Slow your pace
- Make eye contact



Participation time

- Stand up, stand tall, shoulders back, look forward

Building Confidence & Professional Presence



Prepare One Strong Opinion

- Have something to contribute
 - Insight beats agreement
 - It's okay to be wrong or disagree
-
- Share an opinion

Building Confidence & Professional Presence

Your Confidence Challenge

- Speak once every session
- Ask one real question
- Try one new behaviour





- Pepsi is better than coke

Presentation and Communication



Presentation & Communication Fundamentals

Communicate So You're Understood

- Clarity beats technical depth
- Simple beats complex
- Be understood, not impressive
- Poll





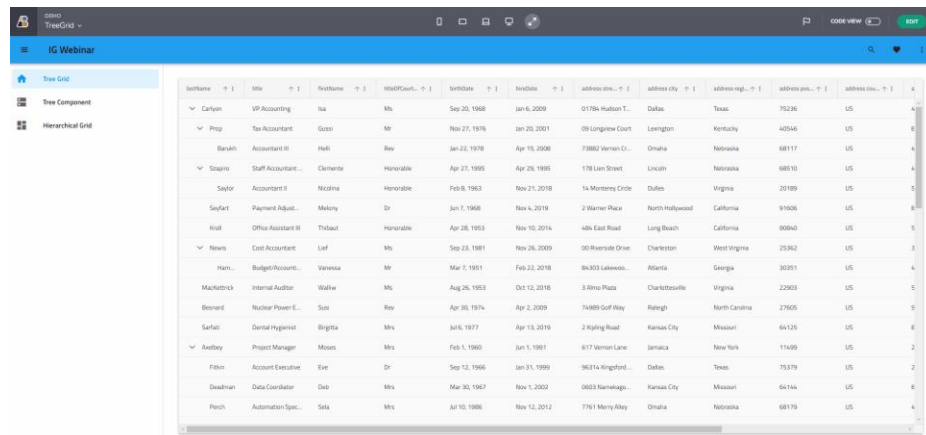
The Simple Structure

- Problem: contamination uncertainty
 - Approach: site investigation
- Takeaway: risk is manageable
 - Activity

Presentation & Communication Fundamentals

Avoid the common trap

- Too much detail
- No clear message
- Data without meaning



last name	title	first name	email	hire date	new date	address line	address city	address region	address post	address country
Carlsen	VP Accounting	Ira	M	Sep 20, 1988	Jun 6, 2009	0178a Hudson T.	Dallas	Texas	75226	US
▼ Pimp	Tax Accountant	Gusti	M	Nov 27, 1976	Jan 20, 2001	09 Longview Court	Lexington	Kentucky	40546	US
Barish	Accountant II	Heli	Rev	Jan 22, 1978	Apr 19, 2008	73882 Vernon Ct.	Omaha	Nebraska	68117	US
▼ Stojne	Staff Accountant	Clemente	Honorable	Apr 27, 1995	Apr 26, 1995	178 Lam Street	Lincoln	Nebraska	68510	US
Taylor	Accountant II	Reidina	Honorable	Feb 8, 1963	Nov 21, 2018	74 Monterey Circle	Dulles	Virginia	20189	US
Seyfert	Payment Adju...	Makony	Dr	Jun 7, 1968	Nov 4, 2018	2 Warner Place	North Hollywood	California	91606	US
Kroll	Office Assistant II	Thibault	Honorable	Apr 28, 1953	Nov 10, 2014	46a East Road	Long Beach	California	90840	US
▼ News	Cost Accountant	Leaf	M	Sep 23, 1981	Nov 26, 2009	00 Riverside Drive	Charleston	West Virginia	25302	US
Hern...	Budget Account...	Vanessa	M	Mar 7, 1951	Feb 22, 2018	84303 Lakeswo...	Atlanta	Georgia	30351	US
MacKettick	Internal Auditor	Wallie	M	Aug 26, 1953	Oct 12, 2018	3 Rino Plaza	Charlottesville	Virginia	22903	US
Stonard	Nuclear Power E...	Scott	Rev	Apr 30, 1974	Apr 2, 2009	74889 Golf Way	Raleigh	North Carolina	27605	US
Barbell	Dental Hygienist	Brighta	Mrs	Jul 16, 1977	Apr 18, 2019	2 Hyling Road	Kansas City	Missouri	64126	US
▼ Austley	Project Manager	Moore	Mrs	Feb 1, 1960	Jun 1, 1991	617 Vernon Lane	Jamaica	New York	11439	US
Fileen	Account Executive	Eve	Dr	Sep 12, 1966	Jan 31, 1999	9637a Kingsford...	Dallas	Texas	75379	US
Doehman	Data Coordinator	Dodi	Mrs	Mar 30, 1967	Nov 1, 2002	06023 Narmings...	Kansas City	Missouri	64144	US
Porch	Automation Spec...	Sala	Mrs	Jul 10, 1986	Nov 12, 2012	7761 Merry Alley	Omaha	Nebraska	68119	US

Example

- We installed 6 monitoring wells and did 3 rounds of sampling
- What's missing ... the “why doesn't he “why does anyone care?”

Presentation & Communication Fundamentals



Pace and Pause

- Slow down
- Pause deliberately
 - Let ideas land
- Demonstration

Presentation & Communication Fundamentals

Use Stories, Not Just Data

- Context creates meaning
 - People remember stories
 - Data supports narrative
 - Avoid listing results - tell us what the data means
-
- Activity



Presentation & Communication Fundamentals



Ask, Don't Broadcast

- Ask questions
 - Check understanding
 - Create two-way conversation
-
- Activity

Presentation & Communication Fundamentals

Bits to remember

- Use problem – approach – takeaway
- Say the key message clearly
- Ask one question



Careers



Career Pathways and Development

Careers Aren't Linear

- Careers often have uncertainty
- Progress $\neq$ straight line
- Exploration builds strengths
- Poll

Career Pathways and Development

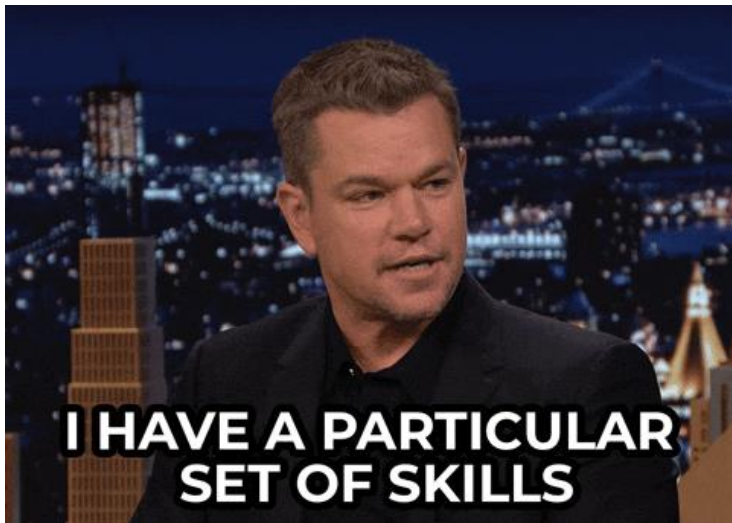
Say Yes, Then Learn

- Growth comes from stretch
- Try before you feel ready
- Learn by doing

- Reflection



Career Pathways and Development



Build Skills, Not Just Roles

- Track your skills gaps
- Seek targeted experience
- Skills compound over time

Career Pathways and Development

Find Mentors, Not Just Managers

- Learn from different people
- Ask for guidance
- Informal mentoring counts



Activity

Career Pathways and Development



Create Your Own Opportunities

- Volunteer for projects
 - Ask to get involved
- Visibility builds opportunity
- Brainstorm

Career Pathways and Development

Track Your Progress

- Record what you learn
 - Reflect regularly
 - Celebrate small wins
-
- Reflection



Career Pathways and Development



Your Career Action Plan

- Try one new experience
 - Build one new skill
- Pick the next knowledge gap - repeat

Headline Messages Wrap Up

- **Networking** - opportunities come from conversations you choose to have
- **Confidence** - grows by doing ... start before you feel ready
- **Communication** - stand tall, slow and steady = memorable
- **Career** - get comfortable being uncomfortable today ... it will pay dividends tomorrow

You made it to the finish line!!!

