

Cultivating Ease: How to Network with Intention

Academic Medicine Open Forum · AAMC Virtual Communities

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OAKLAND UNIVERSITY WILLIAM BEAUMONT

Placeholder: Insert AAMC and OUWB logos per brand guidelines

Agenda

- Why “ease” matters in networking
 - Reframing networking (Set an intention → pick a tactic)
 - Practice: 2-minute pairing + micro-scripts
 - Using AAMC Virtual Communities before/during/after events
 - Your one-page Easeful Networking Toolkit
 - Q&A and next steps
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Objectives

- Set clear intentions for your networking goals
- Leverage AAMC Virtual Communities for pre-/during-/post-event connection
- Practice some unique tips for introverts and extroverts
- Build meaningful relationships that support personal and professional growth

Sound Board: How does networking feel to you today?



Why 'Ease' in Networking?

- Reduce pressure and performative tendencies
 - Increase authenticity and clarity of purpose
 - Create sustainable habits you'll actually use
 - Introverts: pace + preparation
 - Extroverts: channel energy with purpose
 - Everyone: micro-wins build momentum
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Intention → Tactic

- Find collaborators
 - Learn from peers
 - Increase visibility
 - Support others
- 5x5 outreach (5 people, 5 sentences)
 - Question bank for hallway chats
 - Give-first intros in forums
 - Signal-boost colleagues' posts
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Using AAMC Virtual Communities

- Before: Post your goals, ask for recs, RSVP on the event page
 - During: Live-note key quotes in the thread; @mention speakers to ask follow-ups
 - After: Share 3 takeaways, tag peers, schedule 2-3 short 'bridge' chats
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Easeful Networking Toolkit (One-Page)

- Intentions checklist (pick one)
 - 5 opening lines + 3 closes
 - 'Give-first' ideas (signal boost, resource share, connector intro)
 - Follow-up cadence (48h / 1 week / 1 month)
 - Tracking grid (Name, Context, Next Step)
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Micro-Scripts You Can Use Today

- Warm intro request: “I’m exploring X and noticed your work on Y. Would you be open to a 10-minute chat next week?”
 - Event opener: “What drew you to this session?”
 - Give-first: “I saw your question on Z—happy to share a resource I use.”
 - Exit gracefully: “I want to be respectful of your time—great to meet you. May I follow up on LinkedIn/VC?”
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Introverts vs Extroverts

“Different Strengths, Same Goal”

Networking through a different lens

- Introverts:
 - Introverts often thrive in **smaller, more meaningful conversations** rather than big, high-energy settings. Their strength is **listening, reflection, and thoughtfulness**.
- Extroverts:
 - Extroverts often shine in **larger group settings**, feed off energy, and are quick to engage. Their strength is **breadth, spontaneity, and enthusiasm**.



Introverts In Networking

- **Before**
 - **Prepare conversation starters**
 - Draft 2–3 open-ended questions (e.g., “What brought you to this event?” or “What are you most excited to learn?”).
 - Know your “personal elevator pitch” — a short, authentic way to introduce yourself without overexplaining.
 - **Set clear, realistic goals**
 - Focus on meeting 2–3 people, not “working the room.”
 - **Research the event and attendees** if possible.
 - Identifying people you’d like to talk to in advance removes some uncertainty.
- **During**
 - **Find quiet or structured spaces**
 - Small groups, thematic tables, or one-on-one chats often feel more natural than loud receptions.
 - **Lead with curiosity**
 - Asking thoughtful questions allows others to open up and gives you time to engage more comfortably.
 - **Use natural transitions**
 - Example: “I’ve really enjoyed this conversation. Could I connect with you on LinkedIn to continue it later?”
- **After**
 - **Follow up intentionally**
 - A short, warm note or LinkedIn message within 48 hours can deepen the connection without requiring high-energy in-person follow-ups.

What do you think about that?

Extroverts in Networking

- **Before Networking Events**
 - **Clarify your purpose**
 - Instead of “meeting everyone,” decide what kinds of conversations or people you want to prioritize.
 - **Identify ways to make space for others**
 - Extroverts can unintentionally dominate discussions, so plan to ask good questions and listen actively.
 - **During Networking**
 - **Use your energy to create inclusion**
 - Invite quieter participants into conversations (“Hey, what do you think about this topic?”).
 - **Balance talking and listening**
 - Use the 50/50 rule — speak half the time, listen half the time.
 - **Be a connector**
 - Extroverts are often great at introducing people to each other, which can build goodwill and lasting networks.
 - **After Networking**
 - **Follow up selectively**
 - Instead of a scattershot approach, focus on the contacts with whom you had the most meaningful conversations.
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What do you think about that?

Shared Strategies

- Regardless of networking style, these work for everyone:
 - **Authenticity beats performance.** Don't try to “act like an extrovert” or “shrink like an introvert.”
 - **Use open-ended questions.** They lower pressure and create organic flow.
 - **Focus on quality, not quantity.** A few strong conversations matter more than a stack of business cards.
 - **Plan your energy.** Take breaks if needed.
 - **Follow up meaningfully.** A short, sincere message can turn a brief interaction into a lasting professional relationship.
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ACTIVITY: BREAK OUT ROOMS

Breakout Room - 1

- Self-select breakout rooms:
 - I = Introverts
 - E = Extroverts
 - 10 minutes in breakout
 - Discuss strategies and takeaways
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What insights stood out?
How might this shape your networking at
LSL?

5–7 minute discussion

Breakout Room - 2

- Mixed breakout rooms (I+E)
 - Build Micropods (8-10 pods with I + E)
 - Try out strategies from the previous session
 - 10 min in breakout session
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Tools of the Virtual Community

- Mentor Match
- Volunteer Module
- Discussion Threads
- Mobile App

The screenshot displays the 'COMMUNITIES' dashboard for a user named Abhinav Krishnan, Associate Dean of Admissions and Enrollment Management. The dashboard includes a navigation bar with links to My Dashboard, My Communities, Get Started, Get Involved, Resources, and About. A search icon is located in the top right corner.

User Profile: Abhinav Krishnan, Associate Dean of Admissions and Enrollment Management at Oakland University William Beaumont School of Medicine. Welcome back, I'm attending Learn Serve Lead 2025. My Networks, My Contributions, My Profile, Settings. I'm attending Learn Serve Lead 2025. Mentee.

My Tasks: (Empty section)

Community Reminders: Welcome to Your Community Dashboard. Welcome, new and returning members! Explore your communities below—click to join and start connecting. If your account was previously deactivated, accept the Terms and Conditions to stay active. Unless otherwise noted, you've been added to the open forum - our 'hotel lobby' of sorts. Check out the 'my communities' list to see other communities you belong to or can join. Don't forget to click the arrow buttons in this carousel to see all of the latest tips and updates. NEED HELP? CONTACT US.

My Communities: Holistic Student Support... (613 members), Group on Student Affairs- Stude... (122 members), CHARGE Community (517 members), Academic Medicine Open Forum (9767 members). VIEW ALL COMMUNITIES →

Latest Activity: Wednesday Win: Come Say Hi at Learn Serve Lead Market Square. Benita Kornegay-Henry in Holistic Student Support Community 7 minutes ago. DISCUSSION. Hi everyone, One of Holistic Student Support's core principles is to Commit to Lifelong Learning, Personal and Professional Development-and #LearnServeLead is where that commitment comes to life! Don't ... SHOW MORE. LEARN SERVE LEAD. 0 Likes, 0 replies.

Upcoming Events: COMMUNITY CHAMPION-LED CALL SERIES. CULTIVATING EASE. OCT 22. Cultivating Ease: How to Network with Intention. OCT 22. Cultivating Ease: How to Network with Intention.

LEARN SERVE LEAD – Opportunities for Networking

- Keynotes: neighbor intros
 - Breakouts: micro-circles
 - Lunch: themed tables
 - Workshops: peer coaching
 - Breaks: conversation prompts
 - Receptions: scavenger hunts
 - Closings: pledges
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Easeful Networking Toolkit (One-Page)

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Call for Future Hosts (Community Champions)

- Have a practical topic? We want you!
 - Share: a tactic, a worksheet, or a story
 - Time: 10–15 min feature + Q&A
 - We'll support with planning and tech run-through
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Questions?



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Recap: Support for Different Styles

- Introverts
 - • Prep 2 openings + 1 close
 - • Schedule short 10-min chats
 - • Use async posts to warm connections
 - Extroverts
 - • Choose 1-2 targets per event
 - • Listen ratio $\geq$ talk ratio
 - • Write a recap post to consolidate
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