



Stanford eCorner

Importance of Networking

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Video URL: <http://ecorner.stanford.edu/videos/1471/Importance-of-Networking>

Seelig believes that it is important to build relationships and network with the people you meet everyday. It is a small world and as you go through life you are going to meet the same people again and again, she adds.



Transcript

It is a very small world and don't burn bridges. I'm going to tell you a secret. There are only 50 people in the world, the rest is all wallpaper because you are going to bump into the same people again and again and again. If you look around this room, I promise you we're going to bump into these people in New York, in Paris, in London, in Cairo. You're going to bump into the same people who you knew and you need to make sure that the relationships you build now and as you move forwards are ones that you're proud of and that the relationships that are not going to come back and bite you in the behind. I can tell you many, many stories of this from my experience. In fact, seven years ago, when I was interviewing for my job here at Stanford and I met Tom Byers and he took a look at my resume, he certainly didn't have to ask me for any of my references. I had never met Tom before. I have never seen him before. I didn't know that he knew every single person I knew.

All he needed to do is to make a few phone calls to his friends to get some sort of check on who I was and whether I was someone who would be a good member of the team.