

# Calling to Obtain Interviews

Weekly Report 6: 9/23 - 9/29

In the professional world, networking is an extremely important aspect to grow in one's career. It can oftentimes be the path to getting a job, building a name for oneself, or obtaining new information.

This past week in ISM I had the opportunity to begin calling professionals in order to further my research. In doing so, I was able to contact a variety of professionals ranging from professors to artificial intelligence engineers.

While it may be easy to give someone a call and ask for an informational interview, the challenges truly arise at the research portion of networking. Originally, I had used LinkedIn to research professionals at local companies that work in the A.I. industry; however, I quickly reached the LinkedIn search limit. In order to overcome this significant obstacle, I had to resort to contacting professors because employee phone numbers at companies were difficult to find without LinkedIn. Additionally, oftentimes the professionals would not pick up the phone and so I would have to leave a message or follow up and call 2 days later.

Reflecting for the future, by starting to cold call, my communication skills immediately improve. This, in a sense, reduces nervousness and therefore allows me to make myself a more presentable person. Additionally, growing my network of professionals is infinitely useful in establishing myself in the professional world because of the ease of getting new contacts and meeting new people. By continuing to reach out to companies, I get closer to transforming myself as a full-fledged professional.

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