

Cold Calling

Weekly Report 7: 10/12 - 10/18

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. One way to network with local professionals is through cold calling.

This past week I had the opportunity to initiate the cold calling process in an attempt to obtain informational interviews to further the research portion of my project. In doing this, I had the chance to refine my interpersonal skills while extending my network to other subfields of computer science such as natural language processing.

The cold calling process presented several challenges along the way. One of the primary challenges was a lack of professionals actually picking up the phone and answering to the calls. To overcome this barrier, I laid out a detailed plan on when to call the professionals back while also drafting up emails in case a second call fails to reach them. In doing this, I am ensuring that I cover all potential forms of communication that are available to me, most notably phone calls and emails. In respect to the emails, I understood that to get the attention of a professional, it was incumbent that I do personalized research over their publications and reference some of their works. In doing this, I not only heightened the level of research I am conducting but also was able to display genuine interest in their work which I believe is central to getting professionals to respond.

Reflecting for the future, I believe it is opportunities like cold calling professionals that allow me to become a better speaker over time while also improving my general communication skills. By practicing cold calling, I am less nervous for each subsequent call, causing this to be an ever-improving process. By taking these steps to reach out, I have been able to heighten my level of preparedness of my career.

