

2020 IEEE REGION 3 SOUTHEASTCON

STUDENT NETWORKING COMPETITION RULES

This competition is student self-driven and does not interfere with any other SouthEastCon events. Therefore, students are able to compete in the Student Networking Competition in addition to other student competitions.

The IEEE Region 3 Networking Competition is an opportunity for IEEE student members to develop networking skills through feedback provided by Networking Competition Judges in order to mirror the experience of presenting pitches during real world job fairs.

1. TIMELINE

Friday, March 1st, 2020	Registration deadline and deadline for submitting resume created on ResumeLab (must e-mail to: r3secon2020networking@gmail.com)
Friday, March 13th, 2020	Competition begins at 8 AM
Saturday, March 14st, 2020	Competition ends at 12 PM

2. ELIGIBILITY

1. Student must create a resume and send it to r3secon2020networking@gmail.com
2. Student must bring the following to the competition:
 - a. Enough copies of their resumes to provide one of each to every Networking Competition Judge they plan to interact with. We recommend at least 20.
 - b. A clipboard and writing utensils to use during their pitch to the Networking Competition Judge
3. Student must bring a cell-phone capable of:
 - a. Taking pictures
 - b. Sending emails
4. Student must have a pitch prepared before attending the conference.
 - a. See Appendix A for resources on creating your pitch

3. COMPETITION PROCESS

1. The competition will start during the kickoff meeting on Friday morning. This is not a mandatory meeting. The purpose of the meeting is to answer questions and review the process with students and judges prior to the competition. The location and time will be available on the conference program.
2. The competition will run **starting Friday 8AM until Saturday 12PM**. The students will self-drive the steps below during this time frame to present their pitches to Networking Competition Judge.

3. The **IEEE Student** must complete the following with Networking Competition Judges during the Networking Competition time:
 - a. Approach the Networking Competition Judge
 - i. *judges will be wearing a Networking Competition Judge ribbon and a reference ribbon will be displayed at the registration desk*
 - b. Hand the Networking Competition Judge the following documents:
 - i. Student's Resume
 - ii. Networking Competition grading rubric (Last page of this document)
 1. *There will be extra copies of the rubric near the registration desk*
 - c. Give the judge time to review the rubric and your resume
 - d. Start your pitch
 - e. End your pitch
 - f. Ask the judge to fill out the rubric
 - g. Discuss feedback with the judge
 - h. Take a picture of the filled out rubric and ensure all scores are clearly readable (comments or notes do not need to be clearly readable in the photo)
 - i. Use your smart phone to compose an email as follows
 - Title: [Students name] pitch with [judges name]
 - Send to: r3secon2020networking@gmail.com
 - Cc'd addresses: [Judges email address]
 - Contents: Photo of filled out judges' rubric

All completed judging rubrics must be emailed to r3secon2020networking@gmail.com by 12 PM on March 14th

- j. Inform the judge of the following
 - i. *Your resume is for them to keep*
 - ii. *There is nothing else that they need to do to complete the submission of the rubric. They do not need to turn in anything because you are submitting the completed rubric via email.*

At the end of this interaction, the student should walk away with the filled out rubric and the judge should walk away with the student's resume.

3. How to Get Points

a. Scoring Process

In past years, students scores were an average of their scores received in pitches. This year the process has changed to a point driven system. The Student Networking competition awards points for pitch that the student conducts during the competition time window. The students with the highest number of total points will win the

competition. For each pitch, the following points will be awarded based on score that the pitch received:

- 0% - 40% = 0 points
- 40% - 60% = 1 point
- 60% - 70% = 2 points
- 70% - 80% = 3 points
- 80% - 90% = 4 points
- 90% - 100% = 5 points

Students can receive additional points for each pitch by doing any or all of the following:

- 1) **Thank You Email bonus points:** Once the student has completed their pitch, they can write a thank you note, in the form of an email, to the Networking Competition Judge. Details on how to submit this letter for bonus point credit is found below. For doing this, the student will earn 5 points for each thank you email they send.

In order for the student to receive bonus points for a thank you note in the form of an email, the students must send an email as follows:

Title: [Students name] thank you to [judges name]

Send to: [judges email]

Cc'd to: r3secon2020networking@gmail.com

Body: The body of this email must be a thank you note that meets the following requirements

- a) Thanks the judge for taking the time to review your job fair pitch
- b) Minimum of 4 sentences
- c) Details at least one change you made to your pitch based on the feedback from the judge.

The student must send this email by 12 pm on March 14th 2020 in order to receive the bonus points.

- 2) **Diverse Networking bonus points:** Practicing pitches with the following IEEE membership categories gives the following bonus points for each pitch.
 - Young Professional = 2 bonus points
 - Senior Member = 3 bonus points
 - Life Member = 4 bonus points
 - Fellow Member = 5 bonus points

Student, Young Professional, Senior Member, Life Member, and Fellow members will be provided with ribbons at check in for them to have attached to their badge so that they are easily identifiable. Because the category ribbons are not removable, the conference attendee must also be wearing a blue networking competition judge ribbon in order to be approached to practice pitches with.

b. Who can judge pitches

Students will be able to practice their pitch with anyone wearing a blue Networking Competition judge ribbon during the competition window. However, during the Friday reception, students can practice their networking pitch with anyone at the conference, regardless of if they are wearing a blue judge ribbon, as long as the student first gets permission from the individual to practice their pitch with.

Students are allowed to conduct their networking pitch with other students as long as the judging student is from a different university. However, pitches judged by other students will receive a total of 2 points regardless of how the student judge scores the student.

4. PRIZES

Winners will be announced during the IEEE Region 3 SoutheastCon 2020 Awards Ceremony. The prizes for first, second, and third place will be in the form of real job interviews with companies (sponsors) looking to hire.

All resumes submitted to the competition will be made available to these companies in a resume book.

5. JUDGING CRITERIA

Please see the last page of this document for a copy of the judging rubric.

6. ADDITIONAL BONUS POINTS

- A. **Resume Review bonus points:** Students can earn 5 points for each faculty/staff member that has reviewed their resume at their university (maximum of 25 points) and 5 points for each IEEE professional member that has reviewed their resume (maximum of 25 points).

In order for the student to receive their bonus points for having their resumes reviewed prior to SoutheastCon 2020, the student must:

- a. Email r3secon2020networking@gmail.com a compressed folder containing the following files:
 - i. OriginalResume.docx
 - ii. FinalResume.docx (resume that implements all recommended changes)

- b. Have each reviewer of the resume send r3secon2020networking@gmail.com an email stating that they reviewed the students resume. The e-mail must look like this:
Subject: SoutheastCon 2020 NC Resume Review for [Student's Full Name]
Body: I confirm that I have reviewed [Student's Full Name] resume. My affiliation is [Faculty/Professional/Both Faculty and Professional]

In order to receive the Resume Review bonus points, Resume Reviews must be completed by March 1, 2020.

5. **IEEE Resume Lab Use:** Students can earn 25 bonus points if they make their resume in IEEE ResumeLab: <https://ieee.optimalresume.com> and send it to r3secon2020networking@gmail.com by 12 PM on March 14th, 2020

8. FAQs

Do you have to be in the networking competition to practice your elevator pitch with a Networking Competition Judge or receive resume feedback? No. All students and professionals at the SoutheastCon are more than welcome to talk with Networking Competition Judges at any point about networking and resumes.

What happens if we need to print more resumes than we initially brought?

It is the full responsibility of the students to bring enough copies of their resumes. They may also find out the requirements for using their hotel business center.

Is there specific attire for the students?

No. There are no points allocated on the networking competition rubric for student attire.

Will student be graded on their resume?

No. There are no points allocated on the networking competition rubric for student resumes. Students are expected to have their best resume available for the Networking Competition Judges in the chance that the Networking Competition Judges they are practicing their pitch with is interested in hiring them for a job. Additionally, students are allowed to ask for feedback from Networking Competition Judges on their resume and change their resume throughout the competition in order to create their strongest resume.

Can you participate in the networking competition if we are also in another student competition?

Yes. The networking competition is designed to be an open time frame to allow students to still participate in various other student competitions and activities.

Appendix A - Resources for Pitches

We recommend reviewing the following websites when creating your pitch:

- [1] <https://www.wikihow.com/Develop-Your-Personal-Elevator-Pitch>
- [2] <https://theinterviewguys.com/write-elevator-pitch/>
- [3] <https://careersidekick.com/best-elevator-pitch/>
- [4] <https://www.kent.edu/career/your-one-minute-elevator-pitch>
- [5] <http://www.salisbury.edu/careerservices/students/interviews/60secondElevator.html>
- [6] <https://titanwebmarketingsolutions.com/elevator-pitches-examples-suggestions-students>

Judge: _____ Student: _____

Judge E-mail: _____

Is the judge a: Student Young Professional Senior Member Life Member
 Fellow Member

IEEE Region 3 Networking Competition Judging Criteria		
Introduction	Speech contains (1 point each):	___ / 6
	<input type="checkbox"/> Full name <input type="checkbox"/> Class/Grad date <input type="checkbox"/> School <input type="checkbox"/> Position they are seeking (ie. internship, full time) <input type="checkbox"/> Degree(s) <input type="checkbox"/> Objective	
	Strong handshake	___ / 5
Body	Speech contains:	___ / 3
	<input type="checkbox"/> 1-2 accomplishments on their resume <input type="checkbox"/> Hard skills <input type="checkbox"/> Soft skills	
	Discusses most compelling/relevant accomplishments on resume	___ / 10
	Discusses most compelling/relevant skills on resume	___ / 10
Closing	Speech contains (2 points each):	___ / 4
	<input type="checkbox"/> Call to action ensured for follow up <input type="checkbox"/> Shows self-action steps for following up	
Delivery	Student maintained eye contact	___ / 5
	Student sounded confident	___ / 5
	Students voice was clear	___ / 5
	Student maintained a good pace	___ / 5
Organization	Pitch was well organized and had a clear direction	___ / 5
	Smooth transition between sections	___ / 5
	Logical flow of information	___ / 5
TOTAL		___ / 73
Overall, the pitch was (circle one): Professional Proficient Developing Incomplete		

Revision History

Date	Version	POC	Notes
02/08/2018	1.0	Victor Basantes victor.basantes@ieee.org	First release of rules
01/11/2019	2.0	Bailey Ulferts Bailey.ulferts@gmail.com	Updated rules for 2019 SoutheastCon
01/18/2020	2.1	Subodha Charles s.charles@ieee.org	Minor changes for SoutheastCon 2020
1/27/2020	3.0	Bailey Ulferts Bailey.ulferts@gmail.com	Updated rules for 2020 SoutheastCon. Moved to point based system.