

URL: <https://stvp.stanford.edu/clips/make-time-to-connect>

Tech entrepreneur Amy Chang explains how much the peers in our professional network determine our careers. You want as many people as possible knowing what you do, appreciating your work, and ultimately, recommending you for bigger and better opportunities, Chang says. She stresses the importance of getting to know anyone who you admire or find interesting, and building your network.



Transcript

Our mission is to change people's career trajectories long-term.. The whole point is to bring you something, and let me explain something just very quickly, so I grew up in Texas in Austin where our entire network was like 19 other Chinese people that we hung out with every weekend so I did not understand the importance and this why I talked to you guys earlier about the importance of the network and the importance of investing and getting to know people you find interesting or you find fascinating when you don't have time because it bears fruit in such unexpected ways later.. I'm on the boards that I'm on because of our product because two people, Chuck Robbins and David Taylor the CEOs of Cisco and P&G respectively were using our product, had a serendipitous moment and were asking, okay who made this? That's how I ended up on those boards and the exec headhunters were using our stuff so anyway, long story short, the point is, I didn't understand the importance of network when I came to Stanford only probably five years into my career did I get it and so now, what we're trying to do is bring this data and this intelligence together to serve it up to you on a silver platter to make it so easy it would be silly not to stay in touch with these people that come and go in your life because they will be the ones who will pull you up later or push you up later, right? That whole serendipity of a career is all about serendipity.. It is all about people knowing what you do, appreciating what you do, and recommending you for things.. That's how opportunity occurs.. That's, in some cases, the only way you find out about certain opportunities so the more you take the time to get to know people and to really, genuinely get to know them but to allow them to get to know you too, the more people that can be recommending you and looking for opportunities for you...