

# Susan Landau

- **1983: PhD, MIT**
  - Algebraic algorithms/computational complexity.
- **1983-89: Asst. Prof., Wesleyan University**
  - Did research in algebraic algorithms/complexity.
  - Helped develop undergrad curriculum.
- **1989-99: Research Assoc. Prof., UMass Amherst**
  - Did research in algebraic algorithms/complexity.
  - First author on ACM report, “codes, Keys, and Conflicts: Issues in U.S. Crypto Policy.” 1994.
  - Co-authored with Whitfield Diffie: “Privacy on the Line: the Politics of Wiretapping and Encryption,” MIT Press, 1998.
- **1999-2005: Senior Staff Engr., Sun Microsystems**
  - Export Control: cryptography.
  - Digital Rights Management policy stance.
  - Response on FBI efforts on Voice over IP.

# Funding, Networking, and Collaboration

- How do you figure out with whom you want to work?
  - Why are you doing this? Perhaps to broaden research area or change directions slightly.
  - Why are you thinking of doing this with this person? Complementary backgrounds and skills.
  - What's needed? Good reputation for collaborative work --- gives credit where credit is due, puts colleagues forward, is generous.
  - It's not a bad idea to find out what people say about your potential collaborator.
  - The what-did-you-do-over-the-weekend test.
  - Finally ---- trust your instincts. Collaboration is not a marriage (but it is a friendship)
- What are gotchas?
  - Differing expectations on anything and everything: goals, “deliverables,” quality of work, LPUs.
  - Differing work styles (bursty, steady).
  - Unanticipated changes: from funding agencies, from outside events.
  - And then there's the unexpected approaches --- for which riding the New York City subways is invaluable training (but you can learn how to handle this issue even if you've never set foot in New York).

# Funding, Networking, and Collaboration

- What does networking and collaboration get you?
  - Connection, connection, connection.
  - Better research ideas, better results.
  - Stimulation.
  - Better recognition outside your organization. It may lead to invitations to referee papers, to serve on program committees, etc. In academia the recognition will help with tenure; it may lead to spending time at another institution (e.g., on sabbatical). In industry or government, it may lead to contacts for your next job.
  - It's fun(if it's not fun, don't do it).
- How did you do it?
  - Introduce yourself. Introduce yourself to members of funding agencies; they come to meetings. Introduce yourself to junior people (they're hungry). Introduce yourself to senior people (some bite; most don't). Be aggressive about this. It isn't necessarily easy, but it is important.
  - Connect with people whose papers you find interesting. Read a paper and establish contact with the author (email makes this easy). Arrange to get together at a meeting. Ask questions after an interesting talk. Find the speaker after their talk and discuss topics of mutual interest over a coffee.
  - Invite people whose work is interesting to you to speak at your institution