

Networking & Professional Social Interaction

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What This Session is About

- What networking is
- Why networking is important
- How one networks
- Some case studies

What Networking is

- Making professional connections and using them wisely
- No substitute for doing quality work
- different styles of networking:
 - informal: taking advantage of situations that arise in your normal environment
 - deliberate: plan what you want to get out of networking, with whom, how

Why Networking is Important

- Makes **you** known
- Makes **your work** known
- **Both are important**
- Ways in which networking can further your research career
 - Letters of recommendation from respected letter writers
 - Job interviews
 - Getting funding
 - Invitations to give talks
 - Program committees
 - Edge on getting papers accepted
- Ways in which networking can further your research
 - Source of new research ideas
 - Different slant on old ideas
 - Feedback on your research
- This all has a **snowball effect!**

Informal Networking

- Follow your personal style
- Serendipity happens
- Talk to people about their lives as well as their work
- Talk to people you meet by chance
- Talk to people in your own organization
 - Not just researchers!
- Offer to help out when you can
- Ask for help when you can use it
 - Most people are glad to help, if the request isn't large
 - Be clear on what the person can do for you

More Deliberate Networking

Introduce yourself to people at conferences

- Established researchers
- Program directors
- Your contemporaries
- People who could hire you
- People who could give you good technical advice

“Deliberate” Networking

The How's:

- The dreaded microphone
- Questions & discussion with speakers after their presentations
- Talk to the person sitting next to you
- Make lunch/dinner plans
- Hall talk
- Get your friends to introduce you
- Get your advisor to introduce you
- Get women to introduce you
- Talk to people who come up to you
- Some don'ts:
 - don't hang around with your graduate student friends
 - don't interrupt heavy or private technical conversations

“Deliberate” Networking

Don't just stand there -- speak!

- Ask about their work
- Ask who's working on what you're interested in

“Deliberate” Networking

What to do ahead of time

- Brief description of your work: just the **highlights**
 - Why it's an interesting problem
 - Why your solution is unique
 - 30 second, 2 minute, 5 minute versions of your research
- Who will be there whom you want to meet
 - What do you want to talk to them about
 - What do they look like (how convenient is that WWW!)
- Write down what you're going to do

“Deliberate” Networking

What to do afterwards -- the follow-up

- Send them your related papers
- Ask for theirs
- Actually read them! Send them comments.
- Share software and workloads
- Do joint work together
- Invite them to give a talk
- Ask to give a talk there

- Write down what the next step is
- Write down the technical tips
- Write down what you owe whom/what they owe you

“Deliberate” Networking

Networking outside of conferences

- Go to workshops
- Sign up to talk to seminar speakers in your department
- Create a web page that contains your papers, not just photos of your dog
- The tenure tour
- Visit program directors
- Take an industrial summer internship
- Be careful about cold emailing
- Use your contacts to get new contacts

“Deliberate” Networking

When you are well connected

- Connect women who are not

Case Studies

- **Something on mentoring:** Kathryn
- **Something on setting up consulting:** Susan O
- **Changing the direction of your research:** Susan E

Case Studies

- **From a summer internship to a permanent position** *by Keith Farkus, DEC WRL*
- **Finding real world problems** *by Dirk Grunwald, U Colorado*
- **Networking for your students** *by Ken Kennedy, Rice*
- **Go outside your department** *by Jan Cuny, U Oregon*
- **Developing business contacts** *by Maria Klawe, UBC*
- **Networking at NSF** *by Caroline Wardle, NSF*
- **Populating a start-up** *by Dave Ditzel, Transmeta*
- **The ONR program director** *by Susan Eggers, UW*