Networking &
Professional Social Interaction

Susan Eggers
University of Washington

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

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

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

When you are well connected

• Connect women who are not
• **Something on mentoring:** Kathryn
• **Something on setting up consulting:** Susan O
• **Changing the direction of your research:** Susan E

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**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**