



Networking

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Networking

- What is networking?
- Why is networking important?
- How do you perform different types of networking?

Throughout

- Give examples of personal networking experiences
- Answer your questions anytime



What is Networking?

- Networking is making professional connections and using them wisely
- Two different styles of networking
 - Informal
 - Deliberate

- Networking is *not* a substitute for good quality work



Why is Networking Important?

- Improves your visibility
 - makes you and your work known ([example](#))
 - helps get you good letters of recommendation (for jobs or promotion and tenure)
 - gets you invitations to give talks
 - gets you invitations to serve on program committee ([example](#))
 - gives you an edge on getting papers accepted
 - helps you get funding ([example](#))
- Improves your research
 - provides a source of new research ideas
 - gives you a different slant on old ideas
 - provides feedback on your research



Informal Networking

- Follow your personal style
- Serendipity happens
- Talk to people about their lives and work
- Talk to people you meet by chance ([example](#))
- 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 request isn't large
 - be clear on what the person can do for you



Deliberate Networking

- Who should you meet?
 - established researchers
 - funding and program directors
 - people who could hire you
 - people who could give you good technical advice
 - your contemporaries
- Where could you meet them?
 - at your University
 - local companies and other universities
 - at conferences



Deliberate Networking at Conferences—Before You Go

- Write down & memorize three descriptions of your work
 - 10-second introduction
 - “elevator talk” (30-60 seconds)
 - why is it an interesting problem?
 - why is your solution unique?
 - longer 2-3-minute version
- Practice your descriptions with others



Deliberate Networking at Conferences—Before You Go

- Who do you want to meet?
- What do you want to talk to them about?
 - read papers, and write down questions
 - ask why/how they started project, got problem
 - integrate your work and interests into conversation
- What do they look like?
 - find picture beforehand
 - ask someone to point them out



Deliberate Networking—At Conferences

DO

- Speak—not just stand there
- Use the microphone—even if you're fearful
- Engage in questions, discussion with speakers after presentations
- Talk to the person sitting next to you
- Make lunch/dinner plans
- Engage in hall talk
- Get your friends, advisor, others to introduce you
- Talk to people who come up to you

DON'T

- Hang around with your graduate student friends
- Interrupt heavy or private technical conversations



Deliberate Networking—The Follow up

- After meeting them
 - Write down the next step
 - Write down technical tips
 - Write down what you owe whom/what they owe you
- After getting back home
 - Send them your related papers
 - Ask for theirs, read them, send comments
 - Share software and workloads
 - Do joint work together
- Later in your career
 - Invite them to give a talk
 - Ask to give a talk there



Deliberate Networking—Other Opportunities

- Go to workshops
- Sign up to talk to seminar speakers in your department
- Cold email
- Use your contacts to get new contacts
- Indirect path to program committees
- Take the tenure tour
- Visit program directors



QUESTIONS?