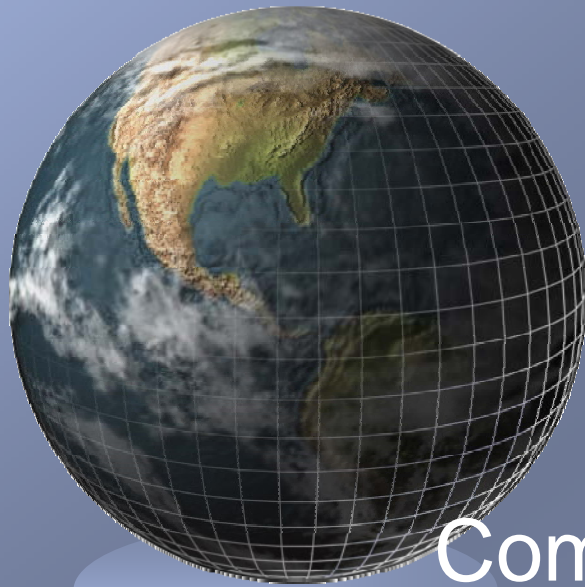


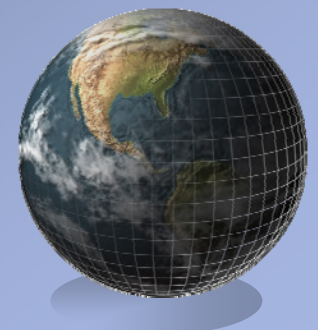
# Professional Networking



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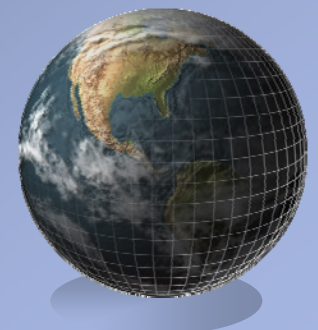
# Overview

- What is networking?
- Why is networking important?
- How does one networks?



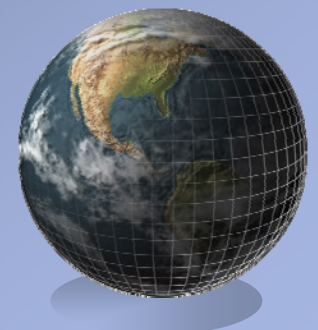
# What is Networking?

- Making Professional Connections
  - Leave a positive impression
- No substitute for doing quality work
  - The better your work, the more people will want to network with you
- Different styles of networking
  - Informal: take advantage of situations that arise
  - Deliberate: plan what you want to achieve and how to achieve it



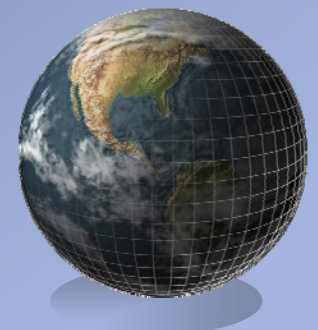
# Why Networking is important

- Makes *you* known
- Makes *your work* known
- Both are important



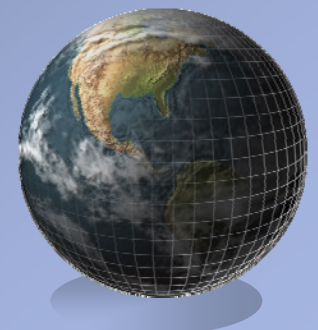
# Networking can further your research career

- Letters of recommendation from respected letter writers
  - Most important part of the tenure portfolio
  - Senior researchers only have time to write letters for researchers whose work they know (and respect)
- Job interviews
- Getting funding
- Invitations
  - present talks
  - Serve on program committees
- Edge in getting papers accepted



# Deliberate Networking

- Make a concerted effort to meet and talk to people who can help advance your career
  - Established researchers
  - Program directors
  - Your contemporaries
  - People who can provide good technical advice
  - People who can introduce you to any of the above



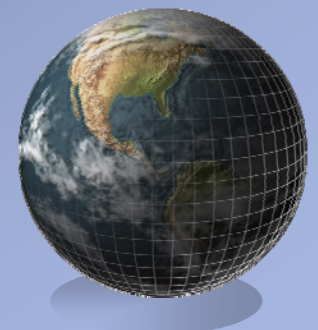
# Do your homework ahead of time

- Be prepared to describe your work
  - 30 second, 2 minute, 5 minute versions
- Find out who will be at an event
  - Look at author and pc lists
  - Plan what you want to talk about
  - Use the web to see what they look like
- Send email and ask to set up a meeting



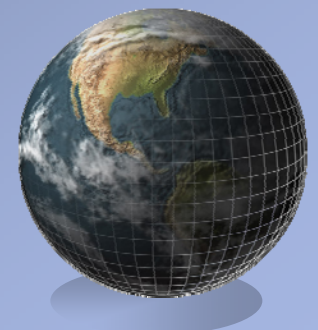
# Work a conference!

- Ask questions
- Talk to speakers/authors after their presentations
- Talk to the person sitting next to you
- Talk to people in the halls
- Most people are grateful to have someone approach them



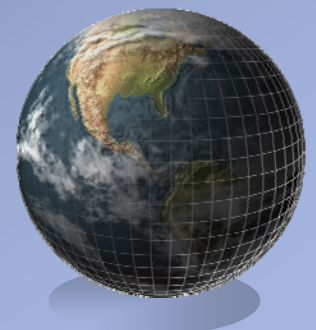
# Homework to do afterwards

- Follow up!
- Send papers
- Ask for papers
- Read their papers and send comments/questions
- Plan another meeting
  - At the next conference
  - Ask to visit
  - Invite them to visit



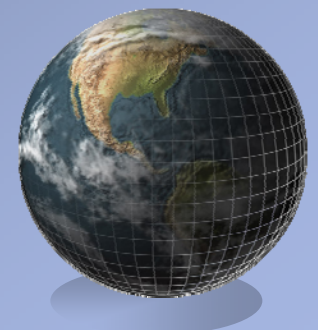
# Some don'ts

- Don't just hang around with your graduate student friends
- Don't go everywhere with a "buddy"
- Don't interrupt a private technical conversation
- Don't just stand there--speak up
  - Introduce yourself
  - Ask about their work



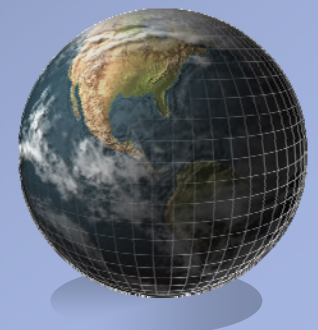
# Where to Network

- Conferences
- Workshops
- Visit program directors at funding agencies
- Meet with department visitors
- When interviewing for a job
- Industrial internship/visits
- Pre-tenure tour



# Selecting where to network

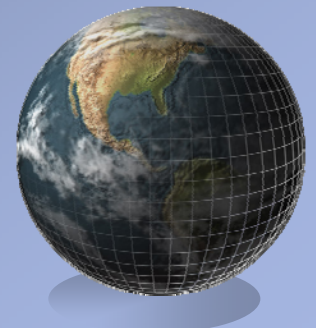
- There are MANY SE events
  - SEWorld
- Choose a conference based on
  - the quality of the technical program
  - who is likely to attend
- Choose a workshop based on who might attend
  - evaluate the program committee
  - Opportunity to spend considerable time with a small group of people
- Choose an activity based on
  - How it will further your career
  - Who you will meet



# Quality versus Quantity

- Being a big fish in a small pond will not help you get tenure
  - Better to be a growing fish in a fast moving stream

Time is one of your most precious resources, so choose your activities (networking) carefully



# Be honest, critical, inquisitive, and gracious

- **Honest**

- SE is a small, interconnected community
- Don't tell one person you like one approach, and then tell someone else you don't

- **Critical**

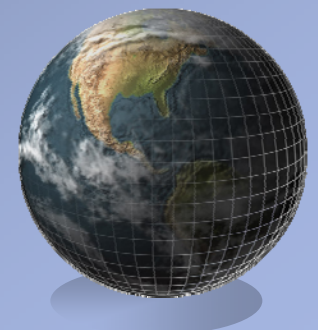
- People love to be praised, but they respect a well-thought out argument/counter point



# Be honest, critical, inquisitive, and gracious

- **Inquisitive**

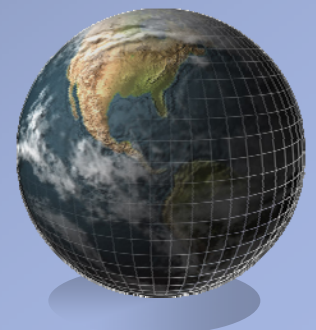
- Well thought out questions can demonstrate a deep understanding, raise issues, and lead to future interactions
- (but don't ask a question, just to be seen/heard)
- **ASK** a question, don't give a monologue



# Be honest, critical, inquisitive, and gracious

- Gracious

- Most good work is built upon past work
  - "If I have seen farther than others, it is because I was standing on the shoulders of giants." scientist Sir Isaac Newton
- Extending, improving, advancing someone's approach is flattering **if you acknowledge their work**
- Let them know that you were inspired by their work and what you were able to accomplish



# Acknowledgements

- Many of these slides were based upon the slides presented by Susan Eggers at the CRA Career Workshop, February 2002

