# NETWORKING

*Tracy Camp*

# Networking

## Networking is not genetic.

## It is a skill.

**Do you feel you need to improve your networking skill?**

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# Networking

**Networking is not genetic.**

**It is a skill.**

**Practice**

**Meet people**

**Go places**

**Volunteer**

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# Networking is …

Interacting with other people to exchange information and develop contacts, esp. to further one's career



**Making professional connections and using them wisely**

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# Networking is *not* …

A substitute for quality work

Using people

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# Networking …

- ✓ Makes you known
- ✓ Makes your work known

- ✓ Source of new research ideas and different slants on old ideas
- ✓ Feedback on your research
- ✓ New collaborations

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# Networking can get you …

- ✓ Good letters of recommendation
- ✓ A very slight edge on getting
    - Papers accepted
    - Proposals funded
- ✓ Professional opportunities
    - Invitations to give talks
    - Invitations to review papers/etc.
    - Invitations to interview

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# Networking makes you more effective and more productive.

## People who don't network are less likely to succeed.

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# Building relationships takes effort

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# … so be smart

Serendipity happens: talk to people you meet by chance

… but you also want to be strategic

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# What do YOU need/want?

# You need to create, build, and sustain your network

# It takes a village …

… and you get to create your own village.

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# Creating your own village

All villages need elders

All villages need regular Joes

All villages need diversity
Learn different strokes from different folks

All villages need uniformity
Similar folks have similar issues

John S. Davis, IBM,  2003

# Who should you network with?

Network up

  ... network down

    ... network across

- Established Researchers
    - ✓ in your area
    - ✓ in other areas!
- Researchers junior to you
- Your peers!

EVERYONE ... cast your net widely

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# Networking at home

- ✓ Go to talks
- ✓ Sign up to meet with visitors
- ✓ Start or join a group: reading, women, etc.
- ✓ Convey excitement about your research and interest in theirs
- ✓ Talk to people about life as well as work
- ✓ Make other people feel special
  - - Look people in the eye; say their name
- ✓ Listen!

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# Networking at conferences

Three Phases

✓Before the conference (prepare!)

✓At the conference (network!)

✓After the conference (follow-up!)

Different scope and goal at each phase

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# Before the conference (prepare)

✓ Research Elevator pitch
- ■ 1 & 3 minute versions
- ■ Why is it an interesting problem?
- ■ Why is it important?
- ■ Why is your solution unique?

✓ Prepare

Who will be there? Who do you want to meet? What do you want to ask them? Read the papers; write down questions.

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# At the conference: DO's

- ✓ **Be yourself**
- ✓ Wear your badge visibly
- ✓ Speak! (don't just stand there)
- ✓ Use the dreaded microphone
- ✓ Talk to speakers after their presentations
- ✓ Talk to the person next to you
- ✓ Look people in the eyes
- ✓ Make lunch/dinner plans
- ✓ Attend social activities
- ✓ Get your friends/advisor to introduce you
- ✓ Make plans for follow up (write it down!)
- ✓ Re-connect with people you've met before
- ✓ Smile!
- ✓ Be active, **be confident**

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# At the conference: DON'Ts

- ✓ <u>DON'T</u> hang around with your friends
- ✓ <u>DON'T</u> interrupt heavy or private conversations
- ✓ <u>DON'T</u> be overly negative/critical
- ✓ <u>DON'T</u> hang on to a conversation too long
- ✓ <u>DON'T</u> put too much stock in a single, short conversation
- ✓ <u>DON'T</u> get discouraged

# After the conference

✓ Follow up!

- Send people you met your related papers, and ask for theirs
- Actually read them! Send them comments
- Share software and workloads
- Do joint work together
- Invite them to give a talk (maybe put them up at your place)
- Ask to give a talk there (as appropriate)

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# What does CONNECT provide?

- ✓ Attendee searching
  - ✓ Who is here in your research field?
  - ✓ Who is here from you state?
  - ✓ Who is here in your Cohort?
- ✓ Suggested people to meet
- ✓ Messaging capability
- ✓ Goal setting
- ✓ Community viewing

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# 1, 2, or 3 good connections can change your LIFE

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# Pay it Forward
# Pay it Back

When you are connected …
connect others who aren't

(help others build their networks)

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# What to talk about?

- Where are you from?
- Where are you in graduate school? undergraduate studies?
- Why are you studying CS?
- What is your research area?  What attracts you to this subject area?
- What research problem(s) are you working on right now?
- How do you enjoy working (alone, one partner, small or big group)?
- What is your greatest (professional or personal) challenge right now?
- What is your biggest concern about graduate school?
- What kind of career path do you want to pursue?
- What do you hope to get out of this weekend?
- What do you enjoy doing when you're **not** doing CS? What are you **passionate** about?