Who are the folks in our neighborhood?

How many of you are:

- Undergraduates
- MSc students
- PhD students
- Others?
Jamika’s advice...

• Don’t be afraid to try something new, outside your comfort zone
• Treat every opportunity you experience as one that makes you more marketable
  • Surround yourself with your own board of directors
  • Always think strategically about what lies ahead, even if you’re not sure what you’ll be doing or where you’ll be
Rita: “I Wish I Knew”

- Industry does lots of cool stuff, you just (mostly) don’t hear about it (get an internship)
- You can innovate without writing papers: think patents, think impact, think touching people’s lives
- Think of your career as your own startup
- Don’t forget about life, think about cities that you would like to live in
Deb’s Networking Advice . . .

• Enjoy what you do
  (Do a good job of whatever you work on)
• Work with people you like, build collaborations
  (Treat everyone like they might be your next boss)
• Pay attention to how things work and what is typical
  (resources, approvals, promotions, projects, etc)
• Learn from your failures
  (Failures can lead to a bigger success than was possible before)
• Don’t be afraid to ask for advice
  (It makes you look smart)

Have patience – your career is long
## Industry to Academia

<table>
<thead>
<tr>
<th>Academia</th>
<th>Industry</th>
<th>National Lab</th>
</tr>
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<tbody>
<tr>
<td>Active publishing in top tier conferences</td>
<td>Must build “real” systems</td>
<td>Mix of building “real” systems and publishing</td>
</tr>
<tr>
<td>Active collaborations with academia</td>
<td>Up-to-date technical skills</td>
<td>Active collaborations with labs and academia</td>
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<tr>
<td>Establish visibility in research community</td>
<td>Understand business roadmaps</td>
<td>Address agency mission critical problems</td>
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<tr>
<td>“Soft” money</td>
<td>“Hard” money</td>
<td>“Soft” and “hard” money</td>
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</table>
# Engineer or Researcher

<table>
<thead>
<tr>
<th>Engineer</th>
<th>Researcher</th>
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<tbody>
<tr>
<td><strong>Deep technical expertise:</strong> design, coding, testing, analysis</td>
<td><strong>Proactive leader for innovation</strong> (applied research)</td>
</tr>
<tr>
<td><strong>IP:</strong> patents &amp; papers</td>
<td><strong>IP:</strong> foundational inventions</td>
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<tr>
<td><strong>Employer’s bottom line:</strong></td>
<td><strong>Employer’s bottom line:</strong></td>
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<tr>
<td>• Supports the sales process and ongoing customer satisfaction</td>
<td>• Bolder stance (higher risk)</td>
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<td>• Proactively pleases customers</td>
<td>• Seeks productive partnerships with other business units</td>
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<tr>
<td></td>
<td>and external collaborators</td>
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Becoming a Technical Leader

• Act like one: Show initiative & vision.
• Be trustworthy
  • Follow through on commitments in a timely fashion.
  • Treat people fairly and with respect.
• Demonstrate ability to work with others
• Let people know you are interested
• Work to acquire qualifications
• Find a mentor to help
Backup Questions

• Do internships matter?
• Can I publish papers?
• How do you find and get on projects?
• What is the interview process like?
• How important is teamwork versus individual work in your environment?
• What is the career path of a researcher in your organization?
• Is it possible to switch during your career: Industry/Academia/National Laboratory/Funding Agency/Non-Profit?