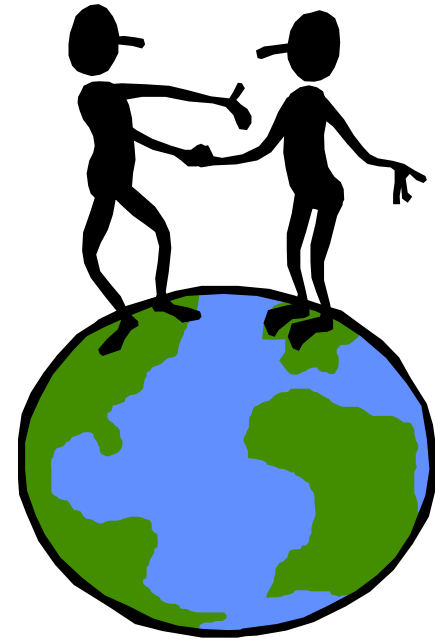


# Successful Career Networking



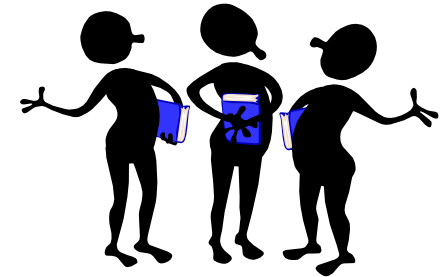
## **Annie I. Antón**

Professor of Computer Science  
Dept. of Computer Science  
North Carolina State University

## **Valerie Taylor**

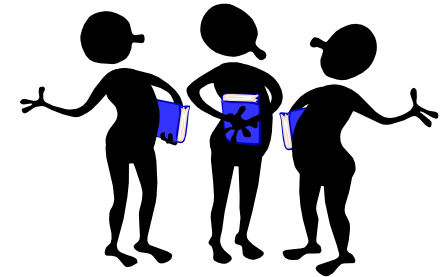
Royce E. Wisenbaker Professor  
Dept. of Computer Science & Eng.  
Texas A&M University

# Outline



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

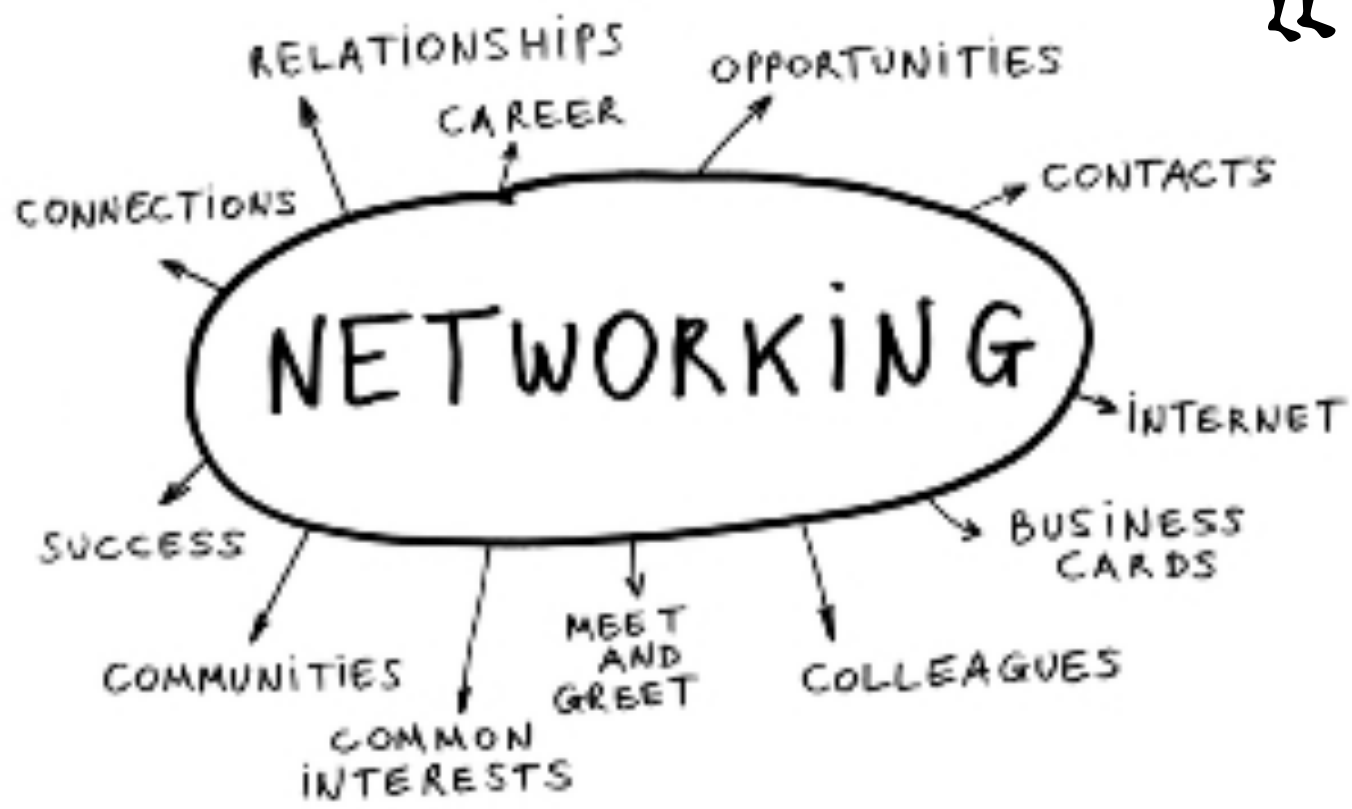
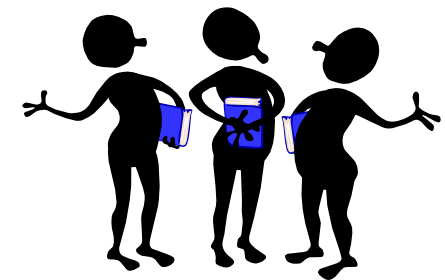
# Outline



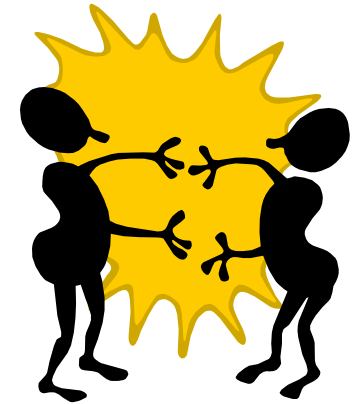
- What is networking?
- Why is networking important?
- How do you perform different types of networking?

## Throughout

- give examples of personal networking experiences
- answer your questions anytime

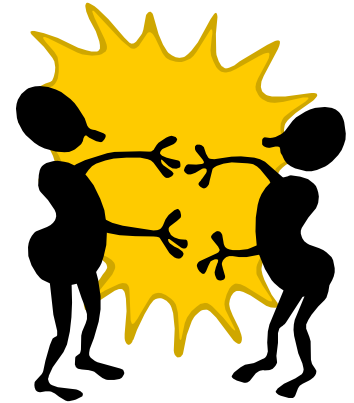


# What is Professional Networking?



- Networking is:
  - developing contacts & personal connections w/ people in your life who may be helpful to you and your career, and whom you may be able to help in their career.
  - making professional connections and leveraging them wisely
  - systematically seeking out and becoming acquainted with people in the service of professional goals
  - informal or more formal (serindipitous or deliberate / planned)

# What is Professional Networking?



- Networking is:
  - developing contacts & personal connections w/ people in your life who may be helpful to you and your career, and whom you may be able to help in

- **Networking is *not***

- a substitute for good quality work
- using people

with people in the service of professional goals

- informal or more formal (serindipitous or deliberate / planned)

# Why is Networking Important?

- Improves your visibility
  - makes you and your work known ([example](#))



# Makes Your Work Known

Early in my career:  
Gave a talk at SC 91



Introduced to **Rick Stevens:**  
Well known in HPC  
New director of CLES  
at ANL



Invited me to give a talk in MCS at ANL:  
• Established collaborations with MCS researchers  
• Access to ANL supercomputers



Continued to support my work:

- Recommended me for invitation-only workshops
- Collaborated on projects that resulted in a number of papers
- Introduced me to other researchers in HPC community
- Recommended my work to industry folks (help with NYI award)
- Went to ANL for sabbatical in 2011

[Back](#)



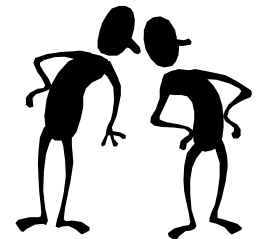
# Why is Networking Important?



- Improves your visibility
  - makes you and your work known ([example](#))
- Improves your research
  - provides feedback on your research
  - gives you a different slant on old ideas
  - provides a source of new research ideas
  - form new collaborations

# Why is Networking Important?

- Improves your visibility
  - makes you and your work known ([example](#))
- Improves your research
  - provides feedback on your research
  - gives you a different slant on old ideas
  - provides a source of new research ideas
  - form new collaborations
- Leads to ...
  - good letters of recommendation
  - invitations to give talks / serve on PCs
  - a slight *edge* on getting papers accepted
  - funding for your research ([example](#))
  - lasting friendships!

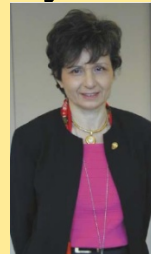


# Helps You Get Funding

When interviewing for first job after PhD:

- Gave a talk at IBM
  - After accepting an academic position

My host, **Federica Darema**:



Director of HPC Performance

- Liked my work
- Introduced me to others at IBM

IBM ARL:

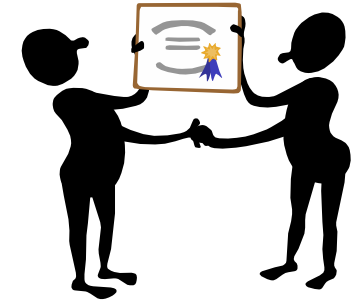
- Invited number of CSE@TAMU faculty to give talks
- Had a student funded by IBM ARL, now at IBM
- Established collaborations for a NSF project on multicores

Moved to TAMU:

- Remained in contact with IBM researchers
- Introduced me to IBM ARL in Austin, Texas

[Back](#)

# Why is Networking Important?



- Improves your visibility
  - makes you and your work known ([example](#))
- Improves your research

## People who network are:

- more effective, more productive
  - more likely to succeed
- Leads to
    - good letters of recommendation
    - invitations to give talks / serve on PCs
    - an *edge* on getting papers accepted
    - funding for your research ([example](#))
    - lasting friendships!

# Why is Networking Important?

- “Networked with” is a **transitive** relation
- It takes a **village**—and you have to create your own!!
- All villages need
  - **Elders** → Learn from those who came before you
  - **Diversity** → Learn different strokes from different folks
  - **Uniformity** → Learn similar issues in your community

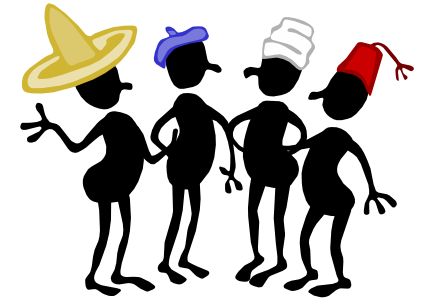
*John S. Davis, IBM, 2003*

# The Evolution of Annie's Village ...

- IEEE RE '93 -- Peter Freeman + student volunteer
  - Anthony Finkelstein, Steve Fickas, Sol Greenspan
- Women As Leaders '94 in Washington, DC
  - Anita Jones
- IFIP 2.9 WG '95 -- student volunteer w/ GTAA Leadership Award
  - Axel van Lamsweerde, Dan Berry, John Mylopolous, Connie Heitmeyer
- IFIP 2.9 WG '98 -- local arrangements chair
  - Jo Atlee
- ICSE '98 -- social interactions
  - Another letter
- NCISSE in 2000 -- presented education paper
  - Gene Spafford
  - DSSG; SREIS; entrée into security community
- CRA GC in 2003
  - John Richardson → Intel Corp; Susan Landau → CRA-W & WISE!
- NSF CISE AC 2005
  - Fred Schneider → TRUST AC; CRA Board
- At NCSU
  - Faculty in other colleges



# With whom should you network?

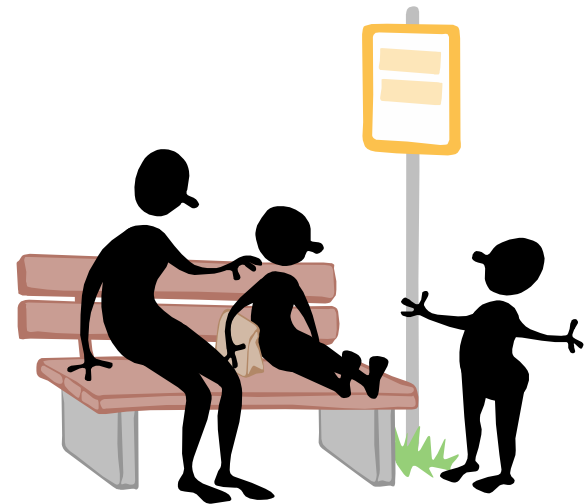
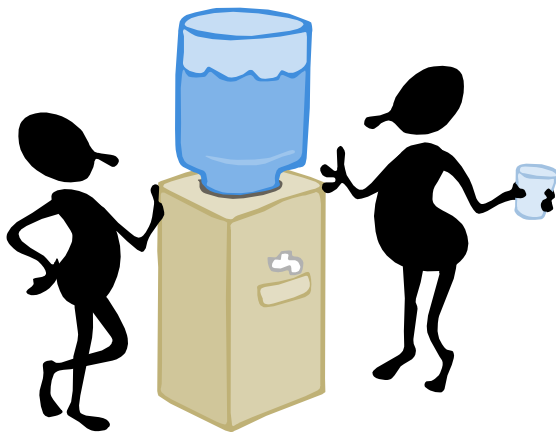


- The people you cite in your papers ...
  - They can give you good technical and professional advice
- Established researchers in computing
- Classmates and your own students!
- Program managers
- Visitors to your department
  - Jo Atlee (U. Waterloo) visited Georgia Tech when I was a PhD student
- Folks at the places you visit
  - Anita Jones (UVA) at the Pentagon (DDRE), reconnected in the DSSG, invited to give talk at NCSU, reconnected again when I visited UVA, etc. ....



# Informal Networking

- Follow your personal style
- Serendipity happens
- Talk to people about their lives and work
- Talk to people you meet by chance ([example](#))





# You Never Know ....

Early in my career:

- Worked with NCSA
- Met Ed Seidel with the Cactus Project

Cactus Project :

- Worked with his project for my research
- Large community of users of Cactus

---

Throughout career:

- Informal interactions with him at conferences, meetings
- Invited to give a talk at LSU in 2007 about my work on multicores

Currently

- He became AD for OCI in 2008
- Member of ACCI
- Co-chair of Software TF
- Now with MPS



[Back](#)

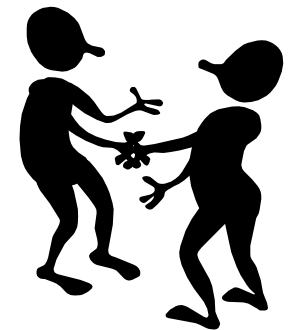
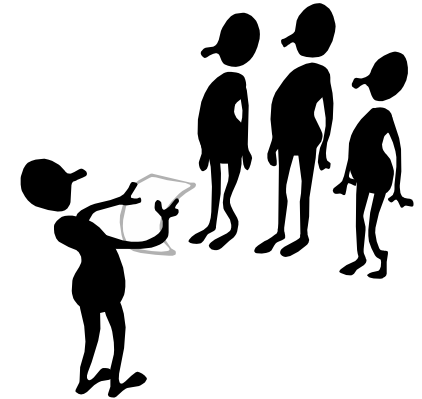
# Informal Networking



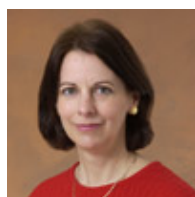
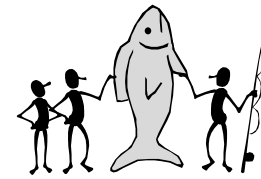
- Follow your personal style
- Serendipity happens
- Talk to people about their lives and work
- Talk to people you meet by chance ([example](#))
- Talk to people in your own organization—not just researchers!
- Offer to help out when you can
- Ask for help when you can use it
  - most people are glad to help, if request isn't large
  - be clear about what the person can do for you

# Deliberate Networking: Before a Conference (1)

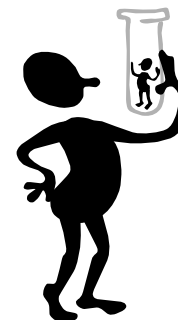
- Memorize two “elevator pitches” for your work & practice with others!
  - 1-minute talk
    - What’s the problem?
    - Why is it important?
    - Why is your solution unique?
  - 3- to 5-minute talk
- Practice firmly shaking hands
- Make business cards
- Prepare specific and generic questions



# Deliberate Networking: Before a Conference (2)



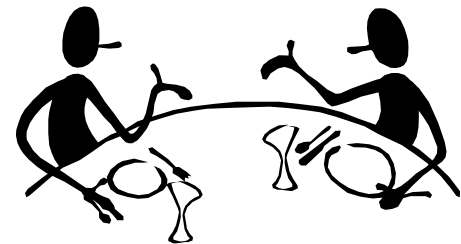
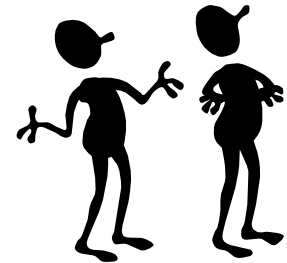
- Decide who you want to meet
- Decide what to talk about w/ them
  - read papers, and prepare questions
  - ask why/how they identified problem / started project
  - integrate your work and interests into conversation
- Find out about them
  - find picture beforehand



# Deliberate Networking: During the Conference (1)

## Do ...

- Engage in hall talk, join group discussions
- Get your friends, advisor, others to introduce you
- Speak—don't just stand there
  - introduce yourself using 5-10-second talk if it seems appropriate
  - *but* be prepared to adjust to situation
- Read body language
  - respond to people, if they are in a hurry, be quick, give them your card, ask them for their cards
- Get business cards, if possible
  - write notes on back of card to remind you of discussion
  - don't lose cards
- Learn names (many tricks to remembering)
- Talk to person sitting next to you, people who come up to you, someone new
- Make lunch/dinner plans



# Deliberate Networking: During the Conference (2)

## Do ...

- Strategically decide where to sit during talks
  - sit where you can quickly approach the speaker afterwards
  - sit near an exit if you may walk out early to get to another session
- Ask questions, especially if you've prepared for the talk
- Use the microphone—even if you're fearful
- Engage in questions, discussion with speakers after presentations

## Don't ...

- Hang around with your friends or people from your own department
- Interrupt heavy technical or private conversations
- Wedge yourself in a heated argument or private conversation
- Be a wallflower!



# Deliberate Networking: During the Conference (2)

## Do ...

- Strategically decide where to sit during talks
  - sit where you can quickly approach the speaker afterwards

## Remember:

You don't just want to make an impression,  
you want to make a **GOOD** impression

- Hang around with your friends or people from your own department
- Interrupt heavy technical or private conversations
- Wedge yourself in a heated argument or private conversation
- Be a wallflower!

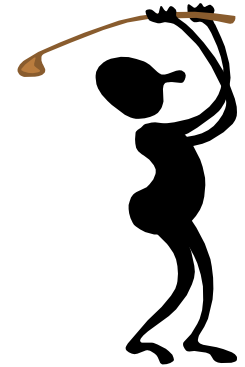


## For this CRA Meeting

- Scheduled a meeting at the Department of Education
- Scheduled a breakfast with someone from the Department of Energy
- Plan to catch up with Annie
- Plan to talk with a few people about visits to TAMU



# Deliberate Networking: Follow-through!

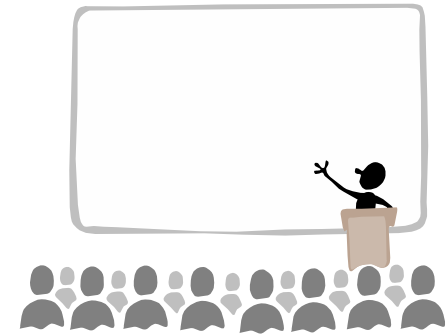


- After meeting them
  - Write down the next step
  - Write down technical tips
  - Write down what you owe whom/what they owe you
- After getting back home
  - Send them your related papers
  - Ask for theirs, read them, send comments
  - Share software and workloads
  - Do joint work together
- Later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

# Deliberate Networking: Write Thank You Notes!

- *“Thank you for your offer of assistance  
”  
...*
- *“Thank you for skipping the session to  
chat with me about your / my research  
”  
...*

# Deliberate Networking: Other Opportunities



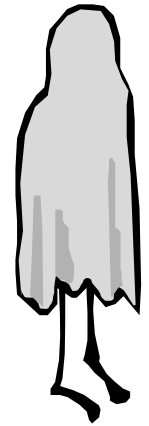
- Go to workshops
- Sign up to talk with visiting seminar speakers
- Send “cold-call” email
  - e.g. Steve Adler @ IBM → IAPP
- Leverage your contacts to get new contacts
- Take the “tenure tour”
- Visit program directors
- Get to know wives of your male colleagues (and vice versa if you’re a guy!)

## A word about formal networking ...

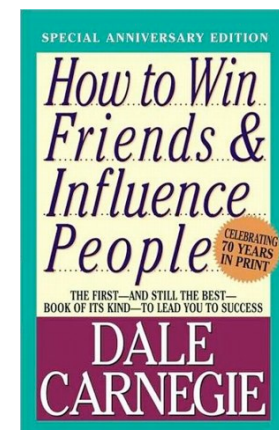
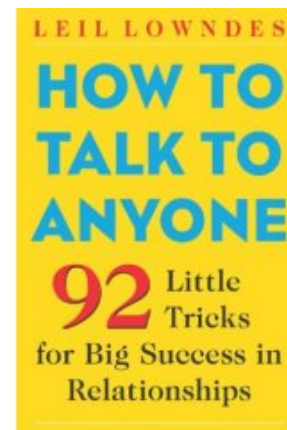
- Keep your webpage updated with a photo & your updated CV!

*This is how many of us nominate others for awards, etc.!*

# “But I’m Horrible at Small Talk ...”



- Making good small talk is a skill you can learn
- Much written about making good conversation with anyone
- Practice!



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introduce you it's because [www.CartoonStock.com](http://www.CartoonStock.com)

I can't remember their  
name—so that's when you  
step in and introduce yourself  
so we can get them to  
say it, okay?

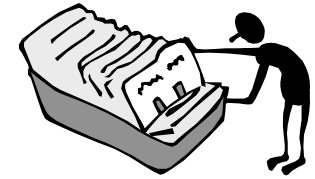


Company party prep

# Research Chat

- NSF-funded CSR project called MuMMI – Multiple Metrics application Modeling Infrastructure
- Focused on modeling and analyzing executime time versus power tradeoffs for parallel applications
- Developed methods for reducing execution time and power for some applications
- Leverages from Prophecy at TAMU, PowerPak at VT (Kirk Cameron), and PAPI at UTK (Shirley Moore)

# Help build your network & the network of others ....

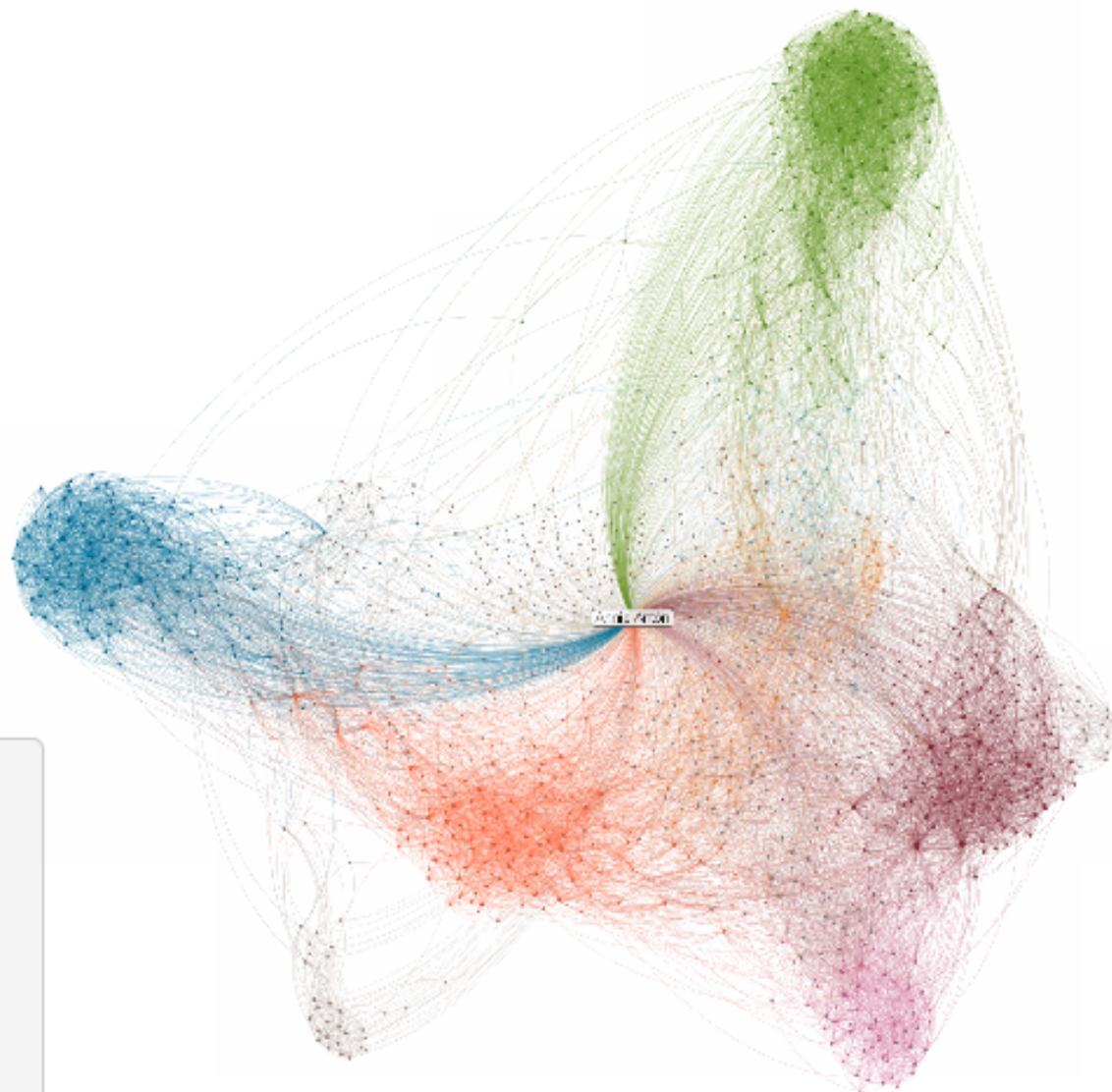


LinkedIn 



- LinkedIn is a great *professional* networking tool
- Facebook is a great *social* networking tool
- Use electronic media professionally
  - *Be prudent on social networking sites like Facebook!*
    - Set your privacy preferences & monitor who sees what.





Label your

**Professional Networks**

- Georgia Tech Alumni &
- Georgia Tech College o
- Privacy Professionals
- Software Engineering
- Purdue University
- Security Researchers
- NC State University
- TFK & St. Pius X

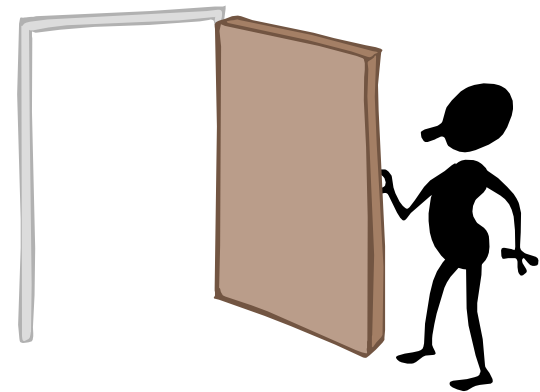
~1,247 contacts

Forget the resume, son. Let's just take a look at what you have posted on your facebook instead.



# Final Thoughts

- You will have great opportunities to network here, *use them!*
- And don't forget the *follow up!*
- When you are connected ...*remember to open the door for others* by helping them connect to others.

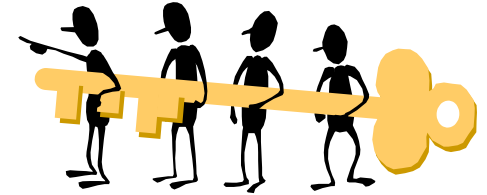


TO PREVENT BOREDOM, LIFE OFFERS MANY OPPORTUNITIES TO INTERACT WITH A WIDE VARIETY OF PEOPLE...



...SO WHY DO WE CHOOSE TO ONLY HANG AROUND THOSE WHO ARE JUST LIKE US? NOBODY LIKES TO BE BORED, DO THEY?

# Acknowledgements



Thanks—for sharing their presentations

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Mary Jean Harrold, Marwa Hassoun, David Johnson,

Naomi Nishimura, Susan Owicki, Ellen Sentovich,

Peter Shor

**QUESTIONS?**

