Successful Career Networking

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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
Networking

- Relationships
- Career
- Opportunities
- Contacts
- Internet
- Business Cards
- Colleagues
- Meetings and Greet
- Common Interests
- Success
- Communities
- Connections
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 (serendipitous or deliberate / planned)
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• Networking is **not**
  - a substitute for good quality work
  - using people

  with people in the service of professional goals

  - informal or more formal (serendipitous 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

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

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

Moved to TAMU:
• Remained in contact with IBM researchers
• Introduced me to IBM ARL in Austin, Texas

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
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• 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!

People who network are:

• more effective, more productive
• more likely to succeed
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 Mylopoulos, 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

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

Cactus Project:
• Worked with his project for my research
• Large community of users of Cactus

Currently
• He became AD for OCI in 2008
• Member of ACCI
• Co-chair of Software TF
• Now with MPS
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
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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!
Remember, introduce you it's because 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?

Got it.

Company party prep
Research Chat

- NSF-funded CSR project called MuMMI – Multiple Metrics application Modeling Infrastructure

- Focused on modeling and analyzing execution time versus power tradeoffs for parallel applications

- Developed methods for reducing execution time and power for some applications

- Leverages from Prophesy at TAMU, PowerPak at VT (Kirk Cameron), and PAPI at UTK (Shirley Moore)
Help build your network & the network of others ….

- 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.
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?
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QUESTIONS?