

NETWORKING: BUILDING YOUR RESEARCH VILLAGE

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My Research Village

Researchers in all career stages

- Undergrads, PhD students, post docs
- Faculty, industrial researchers, staff, administrators

Industry village

- Software engineers in all career stages
- Managers, directors, administrators
- in/out my management chain



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My Research Village



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Your Village Will

- Make you known
- Write letters for grad school, jobs, etc.
- Help you solve problems
- Generate new ideas, point you in good directions
- Encourage you
- Choose you for important roles
- You will do the same or more for them
- Make life and work more fun and meaningful



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Research is a human process

You get to create your own village



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Networking is....

Building and sustaining professional relationships

Participating in an academic / research community

Finding people you like
you learn from
and building a relationship



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Networking is *not*....

Using people

A substitute for quality work



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But I am Horrible at Small Talk

You have CS in common

Networking is not genetic

It is a research skill

- Practice
- Meet people
- Learn
- Go places
- Volunteer!
- Sustain your relationships



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Introductions

Peek the interest of people you meet

Question: What do you working on?

Boring answer: the cloud

Instead

- Why is it an interesting problem?
- Why is it important?
- Why is your solution unique?



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Elevator Talk Activity

5 minutes: write down ~1 minute version of what you are working on.

10 minutes: share with your neighbor, 5 min each

- introduce yourself
- listen to the elevator talk
- ask questions
- suggest constructive improvements



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Ayse Coskun



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Creating your 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



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Networking Up & Down

Go to talks, go to conferences, ...

Introduce yourself to:

Established Researchers

Researchers in all areas!

Researchers junior to you

Peers!

Remember: Networking is personal and specific

Observe!



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(Some Folks in) My Village



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Conference Networking

Prepare a research talk

Write it down, practice!

“Elevator talk”: 1 and 3 minute versions

Prepare for your audience:

Who will be there? Who do you want to meet?

What do you want to ask them? Read their papers.

Take notes! Who you met, next steps



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At the Conference

- Use your EQ
- You all have your (general) research area in common
- Find people you connect with
- One conversation is not enough
- Reconnect
- Be open and ask questions
- Move on to the next conversation
- **Don't only hang around with your friends**
- Don't interrupt private conversations



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After the Conference

Follow up!

- Read their work! Send comments
- Send pointers to your related papers
- Share software and workloads
- Do joint work together
- Invite them to give a talk
- Ask to give a talk there (as appropriate)



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Informal Networking

- Serendipity happens: Talk to people you meet by chance. Talk to people you like.
- Convey excitement about your research and theirs.
- Talk to people about their lives as well as their work.
- Ask questions & listen!



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Homework

- Practice today with your peers & beyond
- Meet at least 10 people in your institution this month
- Introduce yourself with handshake (caveat), smile, and your name
- Write down their names
- Network Forward – network your network
- Follow-up with email or LinkedIn (or Facebook, if appropriate)
- ***Network Forward:*** Make connections *“You should meet Hermione Granger from Hogwarts...”*



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QUESTIONS?



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10 Minute Speed Dating Activity

1-minute Quick Intros

- Shake hands, eye contact, & smile
- “My name is **Ayse**...Happy to meet you, *Jane*”
- Write down their name!

Listener: Ask a question

Respondent: Answer the question!

- Listener listens **actively**, eye contact, notes are OK
- Listener **mirrors** what she has heard & responds directly, relating to the answer

Swap Roles. Lather, Rinse, Repeat!



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What to Talk About?

- What is your research area? What attracts you to this area?
- What research problem(s) are you working on right now?
- What is your greatest (professional or personal) challenge right now?
- What is your next step in your career?
- What do you hope to get out of this meeting?
- What was the most important lesson you learned from your advisor?
- What do you enjoy doing when you're ***not*** doing CS?
- What are you ***passionate*** about?



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THANK YOU!



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ACTIVITIES & RESOURCES

*Arrange networking events at
your home institution!*



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Resources

- www.cra-w.org
- CRA-W Career Mentoring Workshops, Workshop reports and transcripts,
- From a summer internship to a permanent position by Keith Farkus, DEC WRL
- Finding real world problems by Dirk Grunwald, U Colorado
- Networking for your students by Ken Kennedy, Rice
- Go outside your department by Jan Cuny, U Oregon
- Developing business contacts by Maria Klawe, UBC
- Networking at NSF by Caroline Wardle, NSF
- Populating a start-up by Dave Ditzel, Transmeta
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