Networking
John B. Vicente, Jr.

BSEE – Northeastern University
MSEE – University of Southern California
PhD EE – Columbia University

Industry Focus:
- Cyber-physical Systems
- Industrial IOT
- Edge Computing
- Artificial Intelligence

Research / Core:
- Internet of Things
- Distributed Systems & Networking
- Operations Research

Current:
- Senior Vice President, Collaborative Systems Integration

Previous:
- Chief Technology Officer at Stratus Technologies
- Senior Principal Engineer, CTO IOTG Industrial Solutions at Intel Corporation. Multiple leadership roles at Intel for over 25 years
Dorian Arnold

PhD, Wisconsin · MS, Tennessee · BS, Regis (Denver, CO) · AS, St. John’s (Belize)

Emory, Since ’17
U. of New Mexico, ‘09 - ’17
Sandia, Los Alamos, Livermore Labs (various)

Computer/Distributed Systems: HPC; software systems; CS Education

Married with 3 kids, ages 25, 22 ... and 4 😬

Hobbies: Cycling, Socializing, DJing, sports
Activity #1: Why do you Network?
Why Network?

• To advance your professional career
• To build and publicize your brand & reputation
• To expand your research agenda & leadership span
• To plant relationship seeds for future opportunities
• To continue learning; strengthen your expertise
• To expand your leadership network for role modeling
• To have impact on society
Exploiting the Power of Networking

...within your team
...within your group
...within your organization
...within your company
...outside of your company
Activity #2: Where do you Network?
Networking: Deliberate Strategy

High-Value Relationships

Network with Purpose

Spend Your Time Wisely

• Know why and who you want to add to your network
• Know what you want from the relationship
• Your time and their time are valuable
Activity #3: Connect with someone you do not know, and learn something
- About them
- About their research
You Cannot Succeed Alone

It is both WHAT you do with what you know, and WHO you know!

“Every one of us gets through the tough times because somebody is there, standing in the gap to close it for us.” ...Oprah Winfrey
Mentor vs. Sponsor

Mentors advise you.

• ... have mentees.
• ... participate in forma/informal discussions on building skills, knowledge, and confidence for career advancements.
• ... helps mentee craft a career vision.
• ... suggest how to expand mentee’s network.
• ... offer insight into increasing visibility through finding projects/people.
• ... shares passively “unwritten rules” for advancement in their organization

Sponsors advocate for you.

• ... have protégés.
• ... promote protégés directly, connecting them to high-profile assignments, people, pay increase, or promotions
• ... help drive protégé’s career vision
• ... give protégés their active network connections and makes new connections for them.
• ... champion their protégé’s visibility, using their platforms and reputation as a medium of exposure
• ... actively involve protégés in experiences that enable advancement

Source: https://inclusion.slac.stanford.edu/
THANK YOU for Attending!

Connect on LinkedIn:
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