

Networking

Building Your Research Village

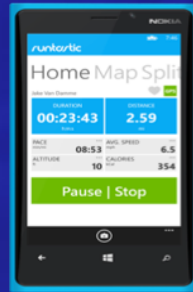
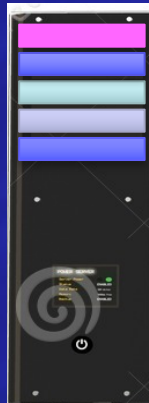
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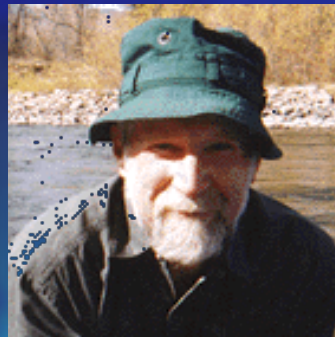
Kathryn McKinley



Research



Congressional Testimony



Mentors



Family

Networking is ...

Building and sustaining professional relationships

Participating in a research community



Networking is *not* ...

Using people or a substitute for quality research



Career Relationships

■ Susan Eggers

- Me: talk at UW
- Susan: Interview at UW (no offer!)
- Susan: ASPLOS PC member
- Me: proposal advice
- Susan: ASPLOS Program Chair
- Me (UMass): tenure letter
- Susan: talk advice



■ Random people

- Me, rejection
- Lesson: start with a complement & question/topic

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!**

Networking ...

- ✓ Makes you known
- ✓ Makes your work known
- ✓ Source of new research ideas & different slants on old ideas
- ✓ Feedback on your research
- ✓ New collaborations
- ✓ Letters of recommendation
- ✓ Professional opportunities

It takes a village ...



And you get to create your own.

Creating your own 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

John S. Davis, IBM, 2003

Networking up & down

- Go to talks, go to conferences, ...
- Introduce yourself to
 - Established Researchers
 - Researchers in all areas!
 - Researchers junior to you
 - Peers!

Networking across & down

■ Chuck Koebel

- Post doc at Rice
- NSF program manager



■ Doug Burger

- Interviewed @Umass
- Hired me @UT
- Hired me @ Microsoft



Conference networking

Prepare a research talk (write it down, practice)

- ✓ “Elevator talk” (1 & 3 minute versions)

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

- ✓ Prepare

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, plan next steps

At the Conference

- ✓ Use your EQ
- ✓ You all have CS 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

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)

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!

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, Linked-In, or Facebook
- Network Forward*** Make connections “*You should meet Hermione Granger from Hogwarts...*”



Questions?

10 Minute Speed Dating

■ 1 minute Quick Intros

- Shake hands, eye contact, & smile
- “My name is *Kathryn*...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!.

What to talk about?

- What is your research area? What attracts you to this subject 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?

Thank you!



Activities & Resources

**Arrange networking events at
your home institution!**



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
- ❑ The ONR program director by Susan Eggers, UW

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