

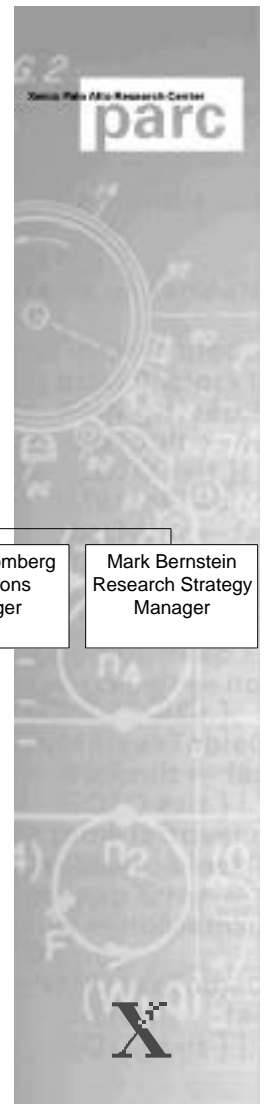
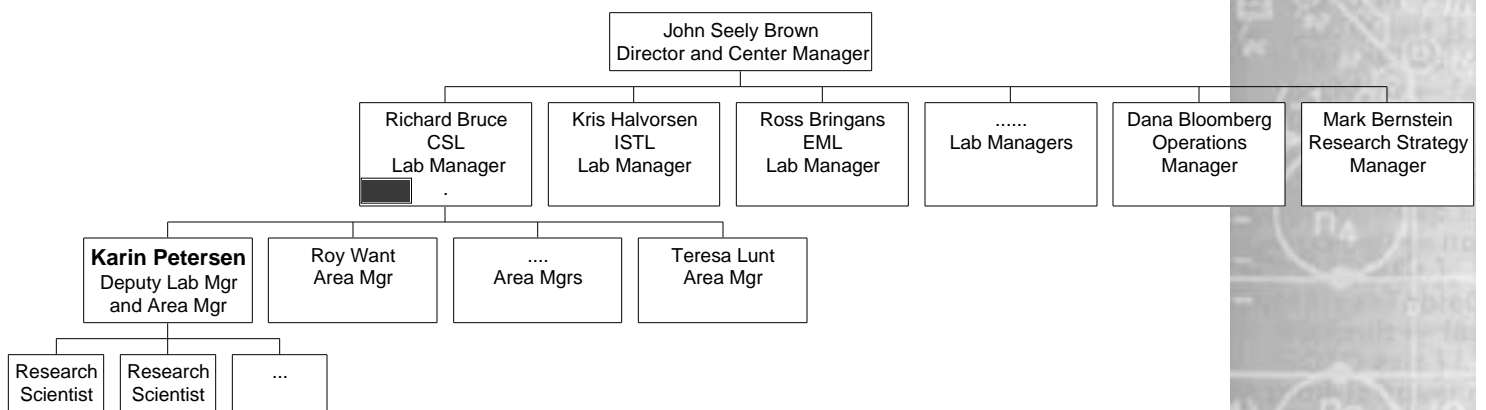
Industry Lab Career Options

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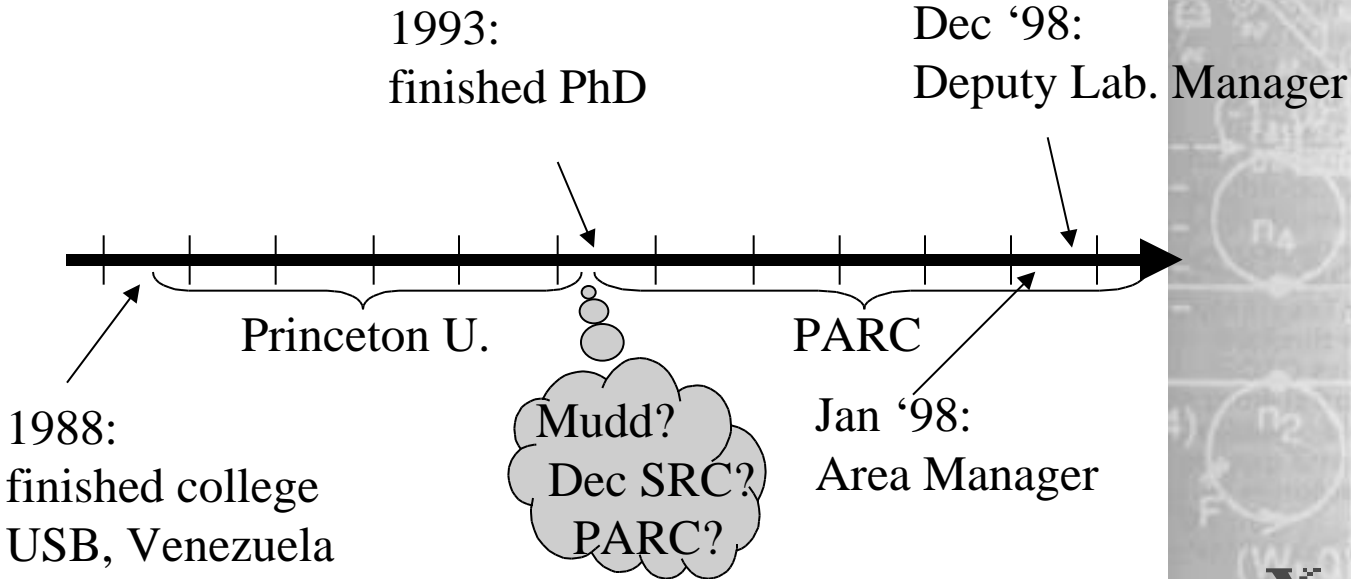


What does the title mean?

PARC's Org-chart Example



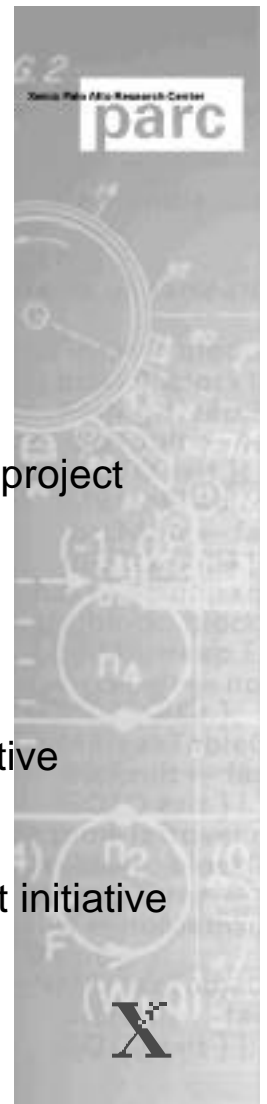
My professional timeline



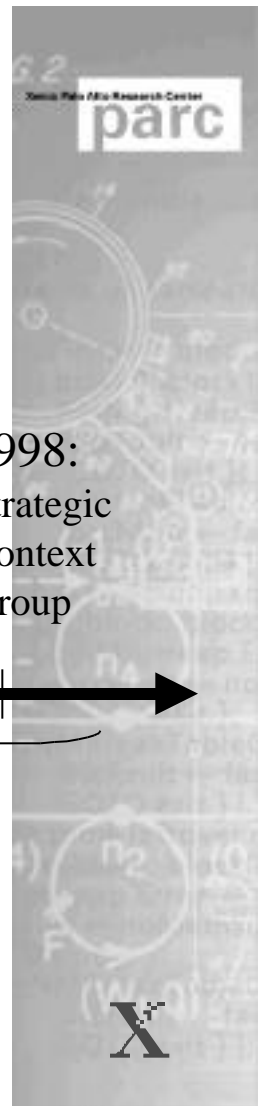
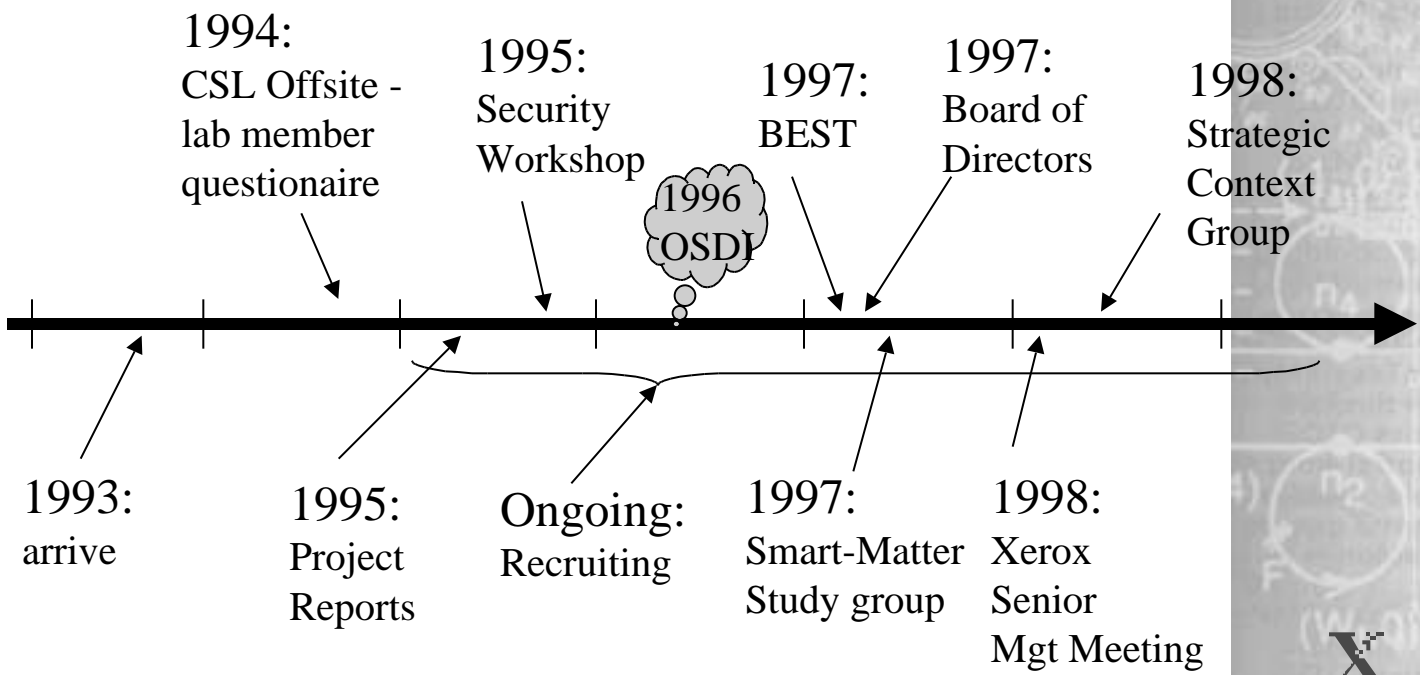
How did I get there?

Technical focus first...

- PARC-Tab
 - small but important contribution to existing large project
- Bayou
 - joined fairly new project -- new ideas, long term
- Flying Documents/Uprint1
 - explore an area of research that was a mgt initiative
- Fabric
 - infrastructure design effort, another management initiative
- Placeless
 - co-founder of new technical project



How did I get there? Lab and Center focus...



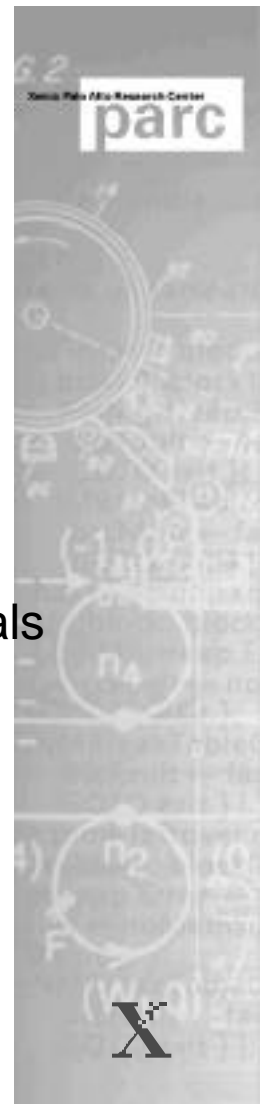
What do I do?

- Area Management
 - Budgets
 - Project Planning
 - People Management
- Strategic
 - Project positioning
 - Communication
 - Market positioning for some projects
- Technical



The good, the bad and the ugly ... about the job ...

- Good:
 - Involved in strategic decisions
 - Make a difference for people
 - Direct projects towards more rounded goals
 - New learning areas: leadership, market analysis
- Bad
 - less time for technical work
- Ugly
 - ham in the sandwich



Alternatives to the management route ... some context

- PARC's commercialization models:
 - Transfer to Business Division
 - Spin in
 - wholly owned independent company, funded as a Xerox venture
 - Spin out
 - new company - startup
 - Licensing



Alternatives to the management route ... examples

- Transition into the company
- Startups
- Academia
- Government
- Consulting
- Executive Assistant
- Strategic Research Management



What has worked well for me ...

- Organizational skills
- Communication skills
- Sensitivity to people issues
- Wanting to make the place/thing better
- Some technical successes

- Volunteering for work ... just doing it.

