Networking &
Professional Social Interaction

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What This Session is About

- What networking is

- Why networking is important

- How one networks

- Some case studies

What Networking is

- Making professional connections and using them wisely

- No substitute for doing quality work

- different styles of networking:
  - informal
  - deliberate

Why Networking is Important

- Makes **you** known
- Makes **your work** known
- **Both are important**

- Good letters of recommendation
- Job interviews
- Getting funding
- Invitations to give talks
- Program committees
- Edge on getting papers accepted

- Source of new research ideas
- Different slant on old ideas
- Feedback on your research

This has a **snowball effect**!

Informal Networking

- Follow your personal style
- Serendipity happens
- Talk to people about their lives as well as their work
- Talk to people you meet by chance
- 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 the request isn't large
  - Be clear on what the person can do for you

The "Deliberate" Approach to Networking

Introduce yourself to people at conferences

- Established researchers
- Program directors
- Your contemporaries
- People who could hire you
- People who could give you good technical advice

"Deliberate" Networking

The Hows:

- The dreaded microphone
- Questions & discussion with speakers after their presentations
- Talk to the person sitting next to you
- Make lunch/dinner plans
- Hall talk
- Get your friends to introduce you
- Get your advisor to introduce you
- Get women to introduce you
- Talk to people who come up to you
- Some don'ts:
  - <u>don't</u> hang around with your graduate student friends
  - <u>don't</u> interrupt heavy or private technical conversations

"Deliberate" Networking

Don't just stand there -- speak!

- Ask about their work
- Ask who's working on what you're interested in

"Deliberate" Networking

What to do ahead of time

- <u>Brief</u> description of your work: just the **highlights**

    Why it's an interesting problem

    Why your solution is unique

- Who will be there whom you want to meet

    What do you want to talk to them about

    What do they look like

- Write down what you're going to do

"Deliberate" Networking

What to do afterwards -- the follow-up

- Send them your related papers
- Ask for theirs
- Actually read them! Send them comments.
- Share software and workloads
- Do joint work together
- Invite them to give a talk
- Ask to give a talk there

- Write down what the next step is
- Write down the technical tips
- Write down what you owe whom/what they owe you

"Deliberate" Networking

Networking outside of conferences

- Go to workshops
- Sign up to talk to seminar speakers in your department
- Get involved in activities for women

    CRA database & academic-systers@ics.uci.edu

- Circulate your papers
- Indirect path to program committees
- The tenure tour
- Visit program directors
- Cold emailing
- Use your contacts to get new contacts

"Deliberate" Networking

When you are well connected

- Connect women who are not

Case Studies

- **Something on mentoring:** Kathryn
- **Something on setting up consulting:** Susan O
- **Changing the direction of your research:** Susan E