



Career Networking

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Outline

- What is networking?
- Why is networking important?
- How do you perform different types of networking?

Throughout

- give examples of personal networking experiences
- answer your questions anytime



What is (is not) Networking?

- Networking is
 - making professional connections and using them wisely
 - systematically seeking out and becoming acquainted with people in the service of professional goals
 - informal or more formal (deliberate or planned)

- Networking is *not*
 - a substitute for good quality work
 - using people



Why is Networking Important?

- Improves your visibility
 - makes you and your work known ([example](#))



Makes Your Work Known

Early in my career:
Gave a talk at SC 91



Introduced to **Rick Stevens**:
Well known in HPC
New director of MCS
at ANL



Continued to support my work:

- Recommended me for invitation only workshops
- Collaborated on projects that resulted in a number of papers
- Introduced me to other researchers in HPC community
- Recommended my work to industry folks (help with matching funds for NYI award)



Invited me to give a talk in MCS at ANL:

- Established collaborations with MCS researchers
- Access to ANL supercomputers

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Why is Networking Important?

- Improves your visibility
 - makes you and your work known ([example](#))
- Improves your research
 - provides feedback on your research
 - gives you a different slant on old ideas
 - provides a source of new research ideas
 - form new collaborations



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- Helps you get
 - good letters of recommendation
 - invitations to give talks
 - invitations to serve on program committees
 - funding for your research ([example](#))



Helps You Get Funding

When interviewing for first job after PhD:

- Gave a talk at IBM
- After accepting an academic position

My host, **Federica Darema:**



- Director of HPC Performance
- Liked my work
 - Introduced me to others at IBM

IBM ARL:

- Invited number of CSE@TAMU faculty to give talks
- Have a student funded by IBM ARL
- Established collaborations for a newly funded NSF project on multicores

Moved to TAMU:

- Remained in contact with IBM researchers
- Introduced me to IBM ARL in Austin, Texas

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Result: Networking can make you

- more effective, more productive
- more likely to succeed

- Helps you get
 - good letters of recommendation
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 - funding for your research ([example](#))



Why is Networking Important?

- “Networked with” is a **transitive** relation



- It takes a **village**—and you have to create your own!!
- All villages need
 - **Elders**→Learn from those who came before you
 - **Diversity**→Learn different strokes from different folks
 - **Uniformity**→Learn similar issues in your community

John S. Davis, IBM, 2003



Informal Networking

- Follow your personal style
- Serendipity happens
- Talk to people about their lives and work
- Talk to people you meet by chance ([example](#))



You Never Know

Early in my career:

- Worked with NCSA
- Met Ed Seidel with the Cactus Project

Throughout career:

- Informal interactions with him at conferences, meetings
- Invited to give a talk at LSU in 2007 about my work on multicores

Cactus Project:

- Worked with his project for my research
- Large community of users of Cactus

In 2008:

- He became program director of OCI
- Member of ACCI
- Co-chair of Software TF



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Informal Networking

- Follow your personal style
- Serendipity happens
- Talk to people about their lives and work
- Talk to people you meet by chance ([example](#))
- Talk to people in your own organization—not just researchers!
- Ask for help when you can use it
 - most people are glad to help, if request isn't large
 - be clear on what the person can do for you



Deliberate Networking

- Who should you meet?
 - established researchers
 - people who could hire you
 - people who could give you good technical advice
 - your contemporaries
 - funding and program directors
- Where could you meet them?
 - at your university
 - at local companies and other universities
 - at conferences



Jeannette Wing
AD of NSF for CISE





Deliberate Networking at Conferences—Before

- Write down & memorize two descriptions of your work (and practice with others)
 - “elevator talk” (30-60 sec)
 - why is problem interesting?
 - why is your solution unique?
 - 5- to10-second introduction
([example](#))



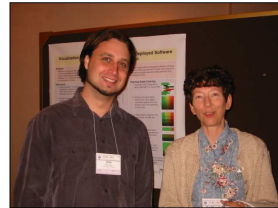
Research Chat

- New NSF-funded CSR project called MuMI – Multicore application Modeling Infrastructure
- Focused on modeling and analyzing performance versus power tradeoffs
- Utilizes Prophecy at TAMU, PowerPak at VT (Kirk Cameron), and PAPI at UTK (Shirley Moore)



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([example](#))
- Practice firmly shaking hands
- Make business cards
- Prepare specific and generic questions



Deliberate Networking at Conferences—Before

- Decide who you want to meet
- Decide what you want to talk to them about
 - read papers, and write down questions
 - ask why/how they started project, got problem
 - integrate your work and interests into conversation
- Find out about them
 - find picture beforehand
 - find out how to pronounce names





Deliberate Networking at Conferences—During

DO

- Engage in hall talk, join group discussions
- Get your friends, advisor, others to introduce you
- Speak—don't just stand there
 - introduce yourself using 5-10-second talk if it seems appropriate
 - *but* be prepared to adjust to situation
- Read body language
 - respond to people, if they are in a hurry, be quick, give them your card, ask them for their cards
- Get business cards, if possible
 - write notes on back of card to remind you of discussion
 - don't lose cards
- Learn names (many tricks to remembering)
- Talk to person sitting next to you, people who come up to you, someone new
- Make lunch/dinner plans



Deliberate Networking at Conferences—During (2)

DO

- Think strategically about where you'll sit at talks
 - if you want to talk to speaker after the talk, sit where you can get to her/him quickly
 - sit near an exit if you think you might walk out of a talk early
- Ask questions, especially if you've prepared for the talk
- Use the microphone—even if you're fearful
- Engage in questions, discussion with speakers after presentations
([example](#))



For CRA Meeting

- Talk with Dave at breakfast about Tapia 2011
- Talk with Peter Lee about possible visit to TAMU in fall
- Meet Kelly Mack during the visit, follow-up from an October meeting
- Dinner with Janet Rutledge to discuss a potential joint project
- Plan to talk with a few people about visits to TAMU



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DON'T

- Hang around with your graduate student friends or people from your own department
- Interrupt heavy or private technical conversations
- Wedge yourself in a heated argument or private conversation



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Remember

You don't just want to make an impression,
you want to make a **GOOD** impression

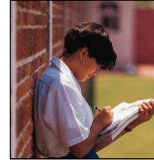
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Deliberate Networking at Conferences—Follow-up

- After meeting them
 - Write down the next step
 - Write down technical tips
 - Write down what you owe whom/what they owe you
- After getting back home
 - Send them your related papers
 - Ask for theirs, read them, send comments
 - Share software and workloads
 - Do joint work together
- Later in your career
 - Invite them to give a talk
 - Ask to give a talk there



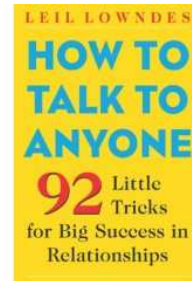
Deliberate Networking—Other Opportunities

- Go to workshops
- Sign up to talk to seminar speakers in your department
- Send cold email
- Use your contacts to get new contacts
- Find an indirect path to program committees
- Take the “tenure tour”
- Visit program directors



But I'm Horrible at Small Talk

- Making good small talk is a skill you can learn
- Much written about making good conversation with anyone
- Practice



Final Thoughts

You will have great opportunities to network here, *USE THEM!*

And don't forget the *FOLLOW UP!*

When you are connected ...*REMEMBER* to connect others who aren't.



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QUESTIONS?