



## 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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- 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
- 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



Moved to TAMU:

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



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

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## Why is Networking Important?

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Result: Networking can make you

- more effective, more productive
- more likely to succeed

- Helps you get
  - good letters of recommendation
  - invitations to give talks
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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

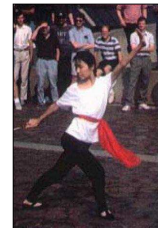


## Deliberate Networking

- 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

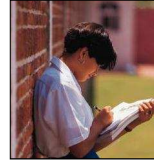
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## Deliberate Networking at Conferences—Follow-up

- 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



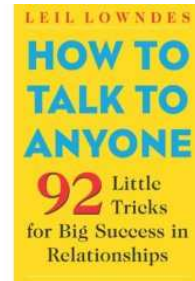
## Deliberate Networking—Other Opportunities

- 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?**