

Networking at ASB: how to schmooze effectively

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Meeting/Conference Goals

Learn

Convey information / influence the field

Gain Experience presenting talks/posters

Establish professional reputation

Meet/screen/impress future mentors/employers

Initiate research collaborations

Meeting/Conference

- Meet
- Confer

- Not = hang out with labsters you already know
- Confer does Not = observe, only listen

Learn New Information

- Podium talks = low information/time density
- Poster sessions = crowded & overwhelming
 - unique opportunity for extensive interaction
 - captive audience

Poster Strategy

- Create a short list (30) “maybes”
 - Cruise by them during podium sessions
 - Refine list to 5 “must see”
 - Go to these first
 - Afterwards browse for unexpected gems

Poster Strategy 2

- While viewing other posters, invite people to come by your poster (know your poster #)
- Spend more than the required time standing by your poster

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Meeting with Dr. Big Shot

- You - Your Mentor - Dr. Big Shot
- You – Big Shot's student – Dr. Big Shot
- You – Dr. Big Shot

Tactics

- You – Dr. Big Shot

Begin with an informed, specific compliment

Then, ask an intelligent scientific question

Explain what specifically interests you about their research/lab/department

Eventually, pop the question

The Question

- Do you anticipate having any openings for new graduate students?
- I expect to graduate in X and I'm planning to write an NIH F32 fellowship proposal, could we discuss if you'd be interested in being my post-doc mentor
- Do not begin conversation asking for money!

Research Collaborations

- Combine your data with their model
- Test your model with their data
- Learn to use their model
- Learn how they collect their data
- Invite them to bring their equipment/technique to your lab
- Ask to visit their lab to learn their technique

Follow Ups

- Ask if you can visit their lab and present at their lab meeting/journal club
- Invite them to Skype into your lab meeting
- Follow up with Dr. Big Shot via e-mail with photo, cv, etc.

Personal Conduct

- Ask a question at a podium session
- Do not preface with “this may be a stupid...”
- Be nice... “I may have missed it but did you xxx
- Keep your name tag on
- “I’m sorry, have you two met?”
- Ask for a specific appointment with Dr. Big Shot
- Stay positive in public

Last but not least

- Always be less drunk than the people you want to impress