

Descriptive Agenda:

Wanna land your dream job? Get ready to network! Most jobs and other game-changing career opportunities are not advertised, and even if they are, there is usually a short-list of candidates already in mind. So how do you find out about and access the 90% of jobs and other opportunities that are "hidden"? In this keynote, we will focus on proven networking strategies and tactics to identify new opportunities, locate decision-makers within organizations, solidify your reputation and brand in the minds of those who hire, and gain access to hidden jobs and game-changing opportunities. Discover how networking and self-promotion can enable you to land or even create your dream job from scratch!

Bio of the speaker:

Alaina G. Levine is an award-winning entrepreneur, career consultant, science journalist, professional speaker and corporate comedian. Her new book, *Networking for Nerds*, was published by Wiley in July 2015, and beat out Einstein (really!) for the honor of being named one of the Top 5 Books of 2015 by *Physics Today Magazine*. A prolific speaker and writer on career development and professional advancement, she has delivered over 700 speeches for clients in the US, Europe, Mexico, and Canada, and has written over 300 articles in international publications such as *Science*, *Nature*, *Scientific American*, *National Geographic News Watch*, and others. She is a career columnist for *Physics Today* and the American Physical Society's *APS News*, and a regular contributor to *ScienceCareers.org*.
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8:00 – 9:30am: Breakfast with women in science and engineering, Informal discussion on work-life balance issues, two-body challenges and combating sexual harassment, Open Q and A

10:00 – 11:00am: Workshop: Leveraging Social Media for Networking and Career Advancement

More and more recruiters, job decision-makers and hiring managers are using the web to find and research potential candidates. How can you make sure that you are not only found, but are ahead of the pack? In this session, we will discuss how decision-makers use social media to identify candidates, and 10+ surprising ways you can use LinkedIn to establish yourself as a leader in your field, enhance your research reputation, and seek out and take advantage of innovative opportunities.

11:00 – 12:00pm: Workshop: Professional Etiquette for Science and Engineering Professionals: Perception = Truth

Perception equals truth in the minds of the public. Therefore, it is vital that anytime you interact with anyone, be it in person, via email or on the phone, they perceive you as the professional and success that you are. Learn how to demonstrate professionalism in all experiences (ex: over meals, via correspondence, meeting someone for the first time). As it is important to be appropriate in all cultures, specific cultural professional etiquette issues and tips will be addressed.

12:00 – 1:00pm: Lunch with postdocs and grad students: Entrepreneurship for Science and Engineering Professionals: Tech Entrepreneurship 101, Open Q and A and discussion- bring your questions!

2:00 – 3:00pm: Workshop: Negotiation Strategy and Tactics

Did you know that the salary of your very first job after graduation determines your salaries for the rest of your life? Learn how to create a win-win situation and negotiate right from start to finish in the job decision process. Strategies for negotiating start-up packages, while considering a faculty career will also be discussed. Clarifying your needs and wants, and those of the other party are key.

3:00 – 4:00pm: Workshop: Innovation, Growth, and Advancement through the Diversity of Ideas

An institution and a professional cannot expect to survive, expand, and prosper if they do not have continuous innovation, and innovation cannot exist without diversity. The issue of diversity goes well beyond traditional definitions, and includes the notion that diversity of people compels diversity of ideas which stimulates innovation. This talk will delve into how diversity makes all the difference in an organization's strengths, and why companies and universities, big and small, must focus on diversity as a strategic measure for success. Similarly, we will also discuss why a diversity of ideas for *individuals* is a crucial factor in deciding a person's success and should be understood and utilized as a tactical guideline for professional triumph and advancement.

Keynote:

5-6pm Networking for Nerds: How to Land (or Create) Your Dream Job!

6-7:30pm Book signing event