Networking

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Importance of Networking

- U.S. Department of Labor:
  - 70% of jobs are found through networking
Importance of Networking

• Mechanism
  – Nothing to do with curly arrows
    • e.g. basic deprotonation in elimination (E2)
Importance of Networking

• Mechanism:
  – Getting in early
    • Someone in your network informs you about a job opening that has not been made public yet.
    • If you respond, you’re already one step ahead of the competition.
  – Assessing the market
    • A network can keep you informed about the job market informally even when you’re not seeking work.
    • Informs you how marketable your skills are.
    • Discover new growth sectors.
Importance of Networking

• Mechanism:
  – Switching career
  • You may have had two or three jobs in one sector, but you may be better cut out for work in another sector.
  • Your employer is unlikely to point this out to you, but a contact might.

  – Being known
  • When you apply for jobs from scratch, you need to create a first impression and it may be hard to get a foot in the door.
  • Networking for jobs means that something is already known about you thus helping to overcome the barrier.
Importance of Networking

• **Mechanism:**
  – Developing potential
    • Being stuck in a rut is common.
    • Keep your options open through a network of people you interact with.
    • Learn from the progression of others.
  – Lessening time between jobs
    • Network can help diminish duration of unemployment.
Importance of Networking

- How to:
  - Think long term
    - Don’t use acquaintances for short-term gains only.
    - Trust develops over years.
  - Include friends
    - Network does not necessarily need a formal work connection.
    - Friends, friends of friends, family, etc.
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• How to:
  – Communication counts
    • Face-to-face meetings and introductions.
    • Phone, email, online correspondence.
  
  – Maintain contact
    • Stay in contact when you/others move on.
    • Exchange information about the employers.
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• How to:
  – Socialise
    • Engage with colleagues & team mates.
  – Ethics & values
    • Remember things about your network (LinkedIn can help).
    • Don’t only contact your network when you’re looking for work.
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- Electronic networking:
  - Facebook
    - Follow organisations & individuals you’re interested in.
    - Share links to articles
  - LinkedIn
    - Online CV & connect with network.
  - ResearchGate
    - Online CV & share links to articles and jobs
  - Twitter
    - Follow organisations & individuals you’re interested in.
    - Share links to articles.
Importance of Networking

- Interesting case study: @realDonaldTrump
  - Cabinet of billionaires
Importance of Networking

- Interesting case study: @realDonaldTrump
  - Cabinet of billionaires

Donald Trump
POTUS
$1-3.7 billion

Todd Ricketts
Commerce secretary
$5.3 billion

Betsy DeVos
Education secretary
$5.1 billion

Linda McMahon
Administrator of the small business administration
$1.6 billion

- Involved in WWE.
- Donated $7 million to pro-Trump super PACs.
Importance of Networking

• My Experience
  – 1994, Work Experience, Medicinal Chemistry at GSK in Harlow
    • School friend Rob Richardson, father Barry Richardson who was a chemist working in the pilot plant at GSK.
    • Opens the door to work experience placement.
    • Summer 1999: Internship at GSK (Admin)
      – Parents friend works at the GLP archive
    • Summer 2000: Internship at GSK (Admin)
      – Parents friend works at the GLP archive
    • Summer 2001: Internship at GSK (Medicinal Chemistry)
      – Connection from GLP archive
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- 2002-2005, EPSRC-CASE Ph.D. Chemistry, University of York
  - Internship at Syngenta Technology & Products in Huddersfield
    - Industrial lead: Colin Brennan’s son is at Lancaster University
  - Internship at U. Illinois @ Urbana-Champaign
    - Lab of Dan Pack (formerly PDRA in Langer lab at MIT)
- 2006-2007, PDRA, Entente Cordiale Fellow, U. Strasbourg
  - Jean-Marie Lehn’s lab (supramolecular chemistry)
  - Co-located with industry (BASF)
  - BASF organised a conference that attracted lots of Germans
- 2007-2010, PDRA, AvHumboldt Fellow, BioEng, U. Bayreuth
  - Thomas Scheibel (protein engineering)
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• 2010-2013, PDRA, BME, U. Texas at Austin
  – Christine Schmidt’s lab
  • Christine was also a PDRA in Langer lab at MIT
  – Visiting researcher at David Kaplan’s lab at Tufts
    • In contact with David Kaplan while in Germany

• 2013-2014, PDRA, BME, U. Florida
  – Christine Schmidt’s lab
  – Email from LinkedIn
    • “Dr Hardy, How would you feel about moving to Belfast?”

• 2014-2015, PDRA, Pharmacy, Queen’s U. Belfast
  – Industrial postdoc in Colin McCoy’s lab
    • Colin was formerly a PDRA in Jean-Marie Lehn’s lab
Importance of Networking

- August 2015-present, 50th Anniv. Lecturer, Lancaster University
  - Keeping it weird in Lancaster
Acknowledgements

• Thanks for listening

• Questions:
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