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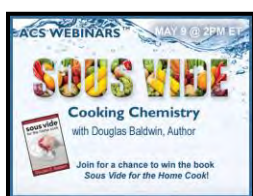
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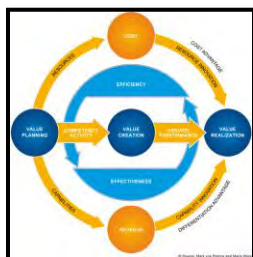
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Thursday, May 9, 2013

Sous Vide Cooking Chemistry

Dr. Douglas Baldwin, Author
 Dr. Sara Risch, Director of R&D and QA for Popz Europe



Thursday, May 16, 2013

2013 Chemical Entrepreneurship Series Business Model Analysis: How will your company make money?

Ms. Barbara Bry, COO of Blackbird Ventures
 Mr. Neil Senturia, CEO of Blackbird Ventures

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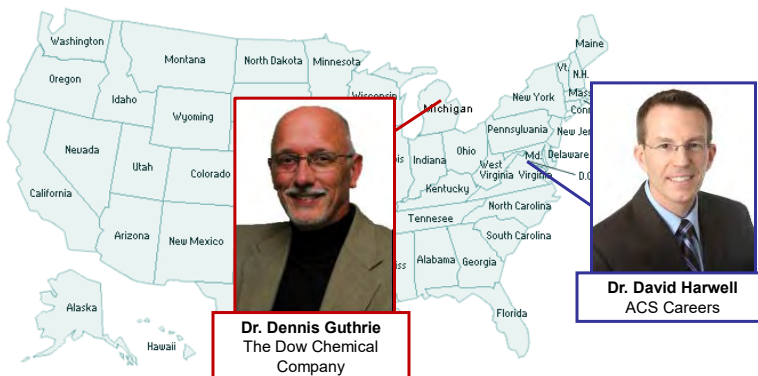
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ACS WEBINARS™

May 2, 2013



Insider Networking Tips and Tricks for Scientists



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C&EN, April 22, 2013, pg. 47

Percentage of respondents who were unemployed job seekers in 2012:

12.6

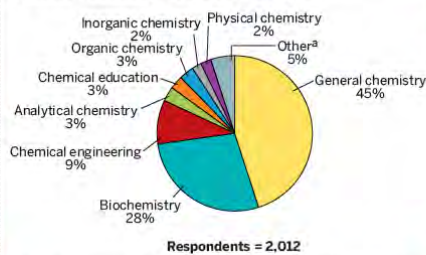
Percentage of respondents who are female:

49.9

Percentage of respondents who consider themselves to have a disability:

1.5

The highest degree for most respondents was in general chemistry or biochemistry.



NOTE: Of the respondents, 85.1% earned new bachelor's degrees, 6.9% earned master's degrees, and 8.0% earned Ph.D.s. ^aIncludes respondents who selected agricultural/food chemistry, environmental chemistry, forensic chemistry, materials science, medical/pharmaceutical chemistry, and polymer chemistry as field of highest degree, as well as those who opted not to select a field.

Median age of 2012 survey takers:

22 for bachelor's **26** for master's **30** for Ph.D.s

Top method for finding a job:

Electronic tools

Median 2012 starting salary for inexperienced grads:

\$40,000
for bachelor's

\$48,000
for master's

\$80,000
for Ph.D.s

Percentage of employed Ph.D.s who went to work in academia:

54.5

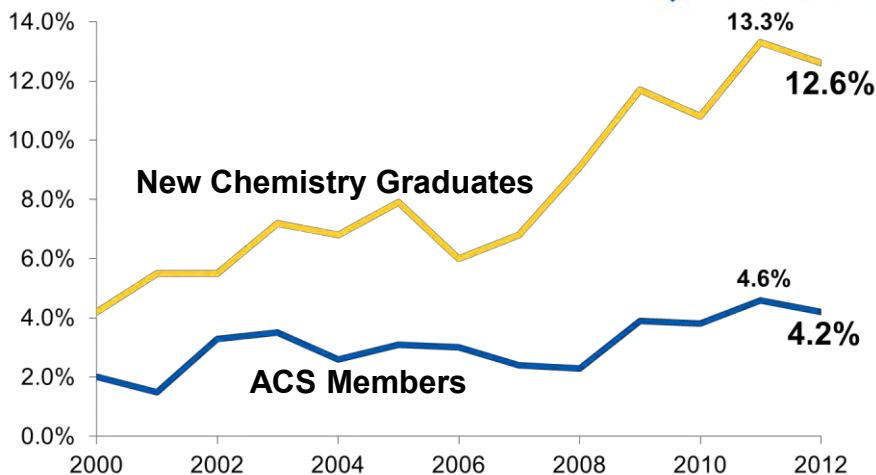
Percentage of respondents who held temporary visas:

4.4

NEW-GRADUATE SALARIES

and data were collected until January 2013. In all, the new grads returned 2,012 usable responses for a response rate of 16.6%. The respondents can be divided into several categories—degree level, for instance, or field of study, gender, experience level, or type of

Unemployment Rates for ACS Chemists and New Graduates



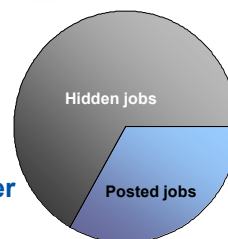
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Why Spend Time Networking?



- Build your professional reputation
- Find mentors and champions
- Make contacts with headhunters, search consultants and recruiters
- Gain general information about possible career sectors
- Learn about current or upcoming job openings
 - Posted or advertised jobs
 - “Hidden” jobs
- Find colleagues who may need your help



American Chemical Society

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Networking: Where to Start



- **ACS national meetings**: attend session topics of interest and engage presenters and other attendees
- **Local section meetings**: contact people near you
- **On campus**: establish contacts through professors, career office, alumni association
- **At work**: establish contacts across the organization
- **Other organizations**: attend events and volunteer for activities that interest you

Networking: Some Tips



- **Set an objective of meeting at least two new people per event you attend.**
- **Engage people in a conversation about themselves, not about you.**
- **Print and exchange business cards (order yours online or at a big-box office supply store).**
- **Ask for a follow-up contact (a “networking conversation”).**

Types of Questions to Ask



- Ask about them
- Ask about their research
- Ask about where they work
- Ask about their work responsibilities and company culture

Poll Question # 1

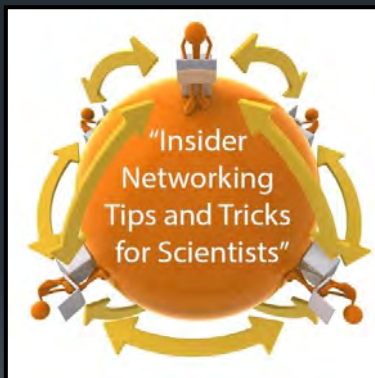


What is your current network size?

- 1-50 people
- 51-500
- > 500
- I only network with grandma.

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Keys to Networking



D.H. Guthrie, Ph.D.

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First things first:

- First – you already have networks!!!
 - Family members, friends, neighbors, co-workers, colleagues, former jobs, high school, college, grad school, church, the gym, social media, your neighborhood, etc.
- So don't think or say – I can't network



D.H. Guthrie, Ph.D.

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You now need to decide:

- How can I leverage my networks?
- How can I expand my networks?
- What new networks would be helpful?

How to “think” about a network:

- **A good network should be like a friendship**
 - If you only “take” it will not be very good
 - It’s best when both parties benefit



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Develop a networking plan (TODAY):

- **How can you meet people – build your network?**
 - Conferences, seminars, organizations
 - What will you do?
 - This week
 - This month
 - Review your actions in the 1st Qtr.
- **For most technical people**
 - You need to push yourself out of your comfort zone!



D.H. Guthrie, Ph.D.

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Poll Question #2

What is your current view of networking?

- I don't know how
- Scared to death
- Like to know more
- I'm a born networker!

D.H. Guthrie, Ph.D.

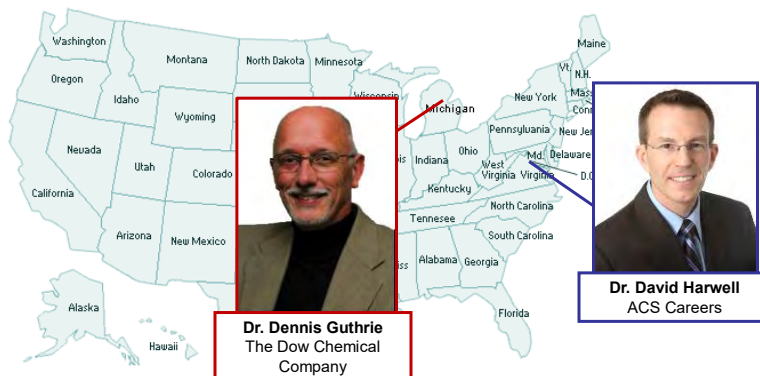
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Final Tips – looking for a job?



- **Know yourself**
 - Can you describe yourself and your strengths in 3 minutes or less?
 - Can you describe your most significant accomplishment in the last 6 - 12 months in 2 minutes or less?
 - Can you describe the type of job you are looking for in 1 minute or less?

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Always Be Prepared



- Always have a business card with you.
- Always ask others for a business card.
- Always have your resume with you and ask if you can send them an electronic copy.

D.H. Guthrie, Ph.D.

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Always Remember:



- People like to help other people
- People like to talk about themselves and give advice
- These days most people know what it's like to be unemployed and looking for a job

D.H. Guthrie, Ph.D.

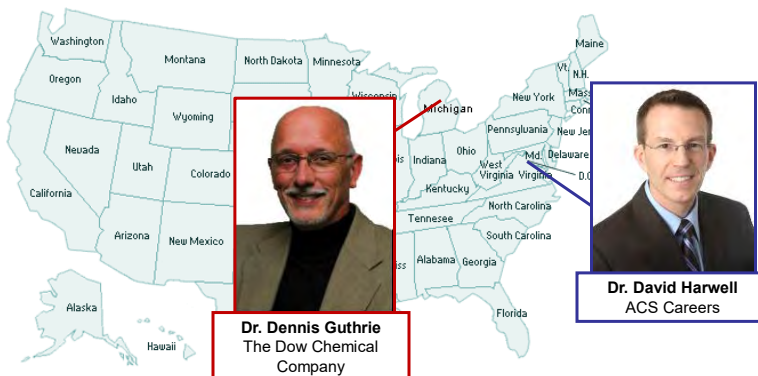
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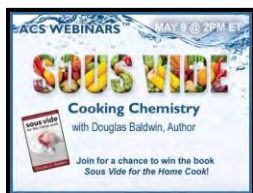
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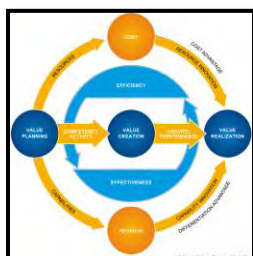
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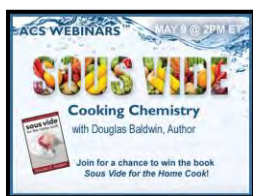
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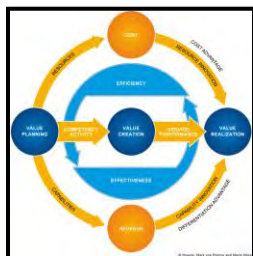
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