Networking + Transferable Skills

An introduction to consulting/edtech

Ariane Schwartz, ariane.schwartz@gmail.com, 16 September 2020

Informational interviews (+ please create a spreadsheet tracker)

What are they?
- Meetings to learn about someone's job or career

Why are they useful?
- Reduce your ignorance of non-academic careers
- Acclimate you to speak with non-academics
- Identify viable careers, rather than acceptable jobs

How can you start?
- Identify people who interest you (using websites, LinkedIn, etc.)
- Briefly ask for a meeting*
- Show up, ask questions
- Don't ask for a job!
- Wrap up and say thank you
- Keep in touch

*John,
My name is Chris Caterine, and I'm currently seeking a new career after ten years in academia. Your history caught my eye while I was scanning LinkedIn, and I'd love to learn more about how you got where you are today. If you're open to meeting for coffee, please let me know your availability and I can set up a meeting. Thanks, Chris.

Networking

Definition: an efficient way to connect Person A who needs a job to Person C who is offering one.

The efficiency lies in Person B, a "mutual contact" who knows both parties and sees they can help one another.

Networking isn't about meeting Person C: it's about meeting as many Person Bs as possible

Engagement activity

Pick one of these skill sets and share in the chat an example of how you've used that skill **and** how you might be able to repackage it for industry/job applications

- Course delivery
- Course design
- Communications
- Critical and analytical thinking
- Problem solving
- Project management

Repackaging your skills —
converting a CV to a resume

Assumptions
- How matters more than what
- Value is in the eye of the beholder
- Experience is bigger than you think

Major sections
- Concise tagline or summary (no jargon)
- Work experience (value statements)
- Education (out of the way)

Sample descriptions
- "Led weekly meetings to align diverse groups around a common understanding of critical problems" (i.e. taught a discussion section)
- "Delivered over $500,000 in education services annually for a Top 50 US institution of higher learning" (i.e. taught three courses per semester)
- "Gathered qualitative data and synthesized findings for delivery to experts, amateurs, and the general public (i.e. wrote an article and gave a few talks on epic poetry)
- "Managed a team of 10 highly independent stakeholders in identifying new opportunities for program growth" (i.e. got stuck leading a curriculum committee)

Taylor Sloed, Ph.D.

Accelerating everyday insights into actionable items

EXPERIENCE

UX Researcher, Macrosoft
JANUARY 2019 - PRESENT
- Identified new critical user journeys for PolyProduct through literature reviews of internal and external research
- Established criteria and protocols for a new PolyProduct evaluation program through usability studies, remote studies, and cafe studies
- Developed empathy building exercises for stakeholders while leading ethnographic in-home visits for foundational research on PolyProduct
- Evaluated new metrics for enterprise-side PolyProduct platforms

Postdoctoral Researcher, University of California, West Covina
SEPTEMBER 2018 - DECEMBER 2018
- Directed a ten-minute ethnographic film on one family's relationships with birds and death in Buenos Aires
- Finished the book manuscript for *Pigeon Hunters* (Puffin 2019) and wrote an invited article on Argentinian bird watchers

Postdoctoral Researcher, Universidad Nacional de Argentina
SEPTEMBER 2016 - AUGUST 2018
- Taught research methods courses, published an article on financial birders in Argentina, and wrote a prize-winning essay on why Argentinian birders refuse to use binoculars

Graduate Scholar, Sanford University
SEPTEMBER 2010 - SEPTEMBER 2016
- Defended a dissertation based on 24 months of ethnographic fieldwork examining how rising Argentinian bird conservators deal with the practical and psychological challenges of climate change

EDUCATION

Sanford University, Palo Alto, CA
Ph.D. in Sociocultural Anthropology
SEPTEMBER 2010 - SEPTEMBER 2016

Thomas Jefferson College, Washington, D.C.
B.A. in Latin American Studies
SEPTEMBER 2005 - MAY 2009

SKILLS
Ethnography
In-home studies
International research
Research design
Proposal writing
Public speaking
Video editing
Usability testing
Intercept studies
Surveys
Literature Reviews

PUBLICATIONS
Pigeon Hunters: An Ethnography (Puffin 2019)
"The Disappearing Parrots" (2018)
"Avian Violence" (2018)
"Birding in Uncertain Times" (2017)
"Fair-feathered Friends" (2017)

LANGUAGES
Native English speaker, Fluent in Spanish

CONTACT
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