







Teaching Physics

Pamir Mt. Range
Tajikistan











Grad School Emphasis

**YOUR
RESEARCH
MATTERSSM**

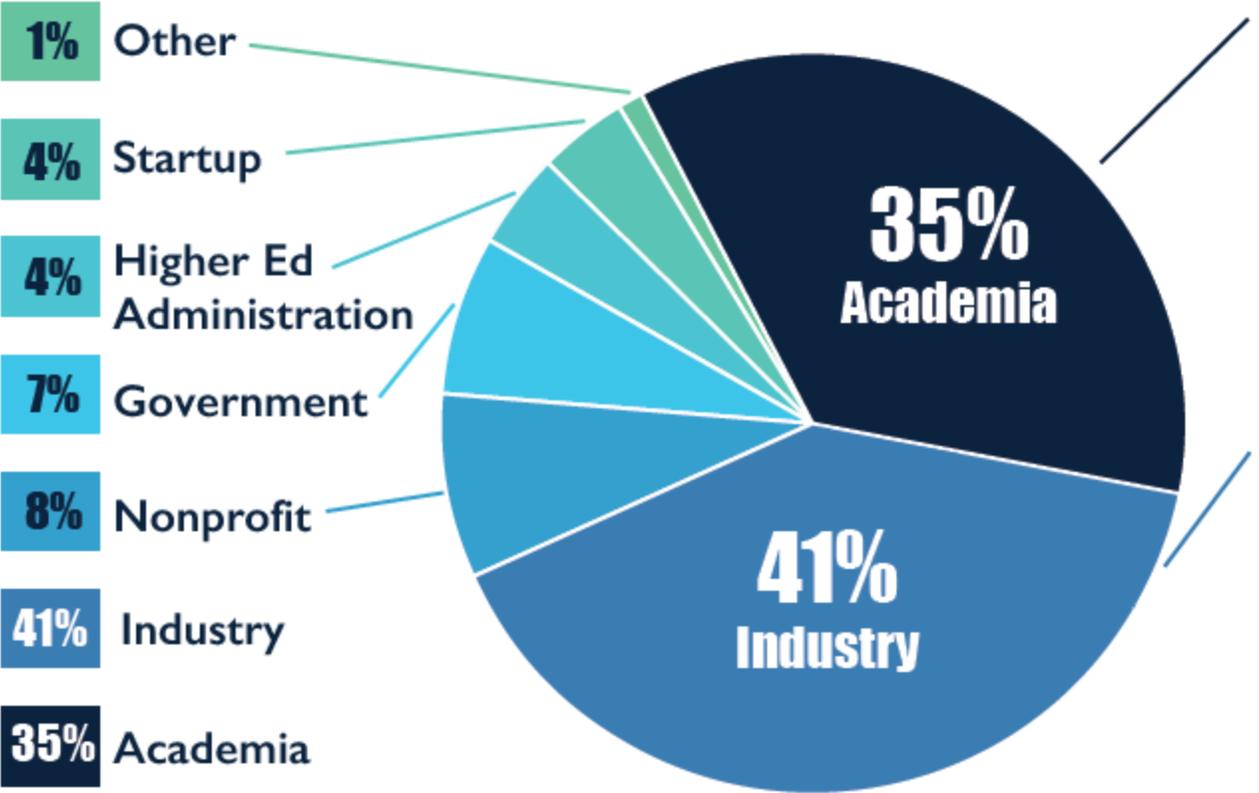
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Grad School Video

See Grad School Video Here: <https://graduateschool.nd.edu/your-research-matters/>

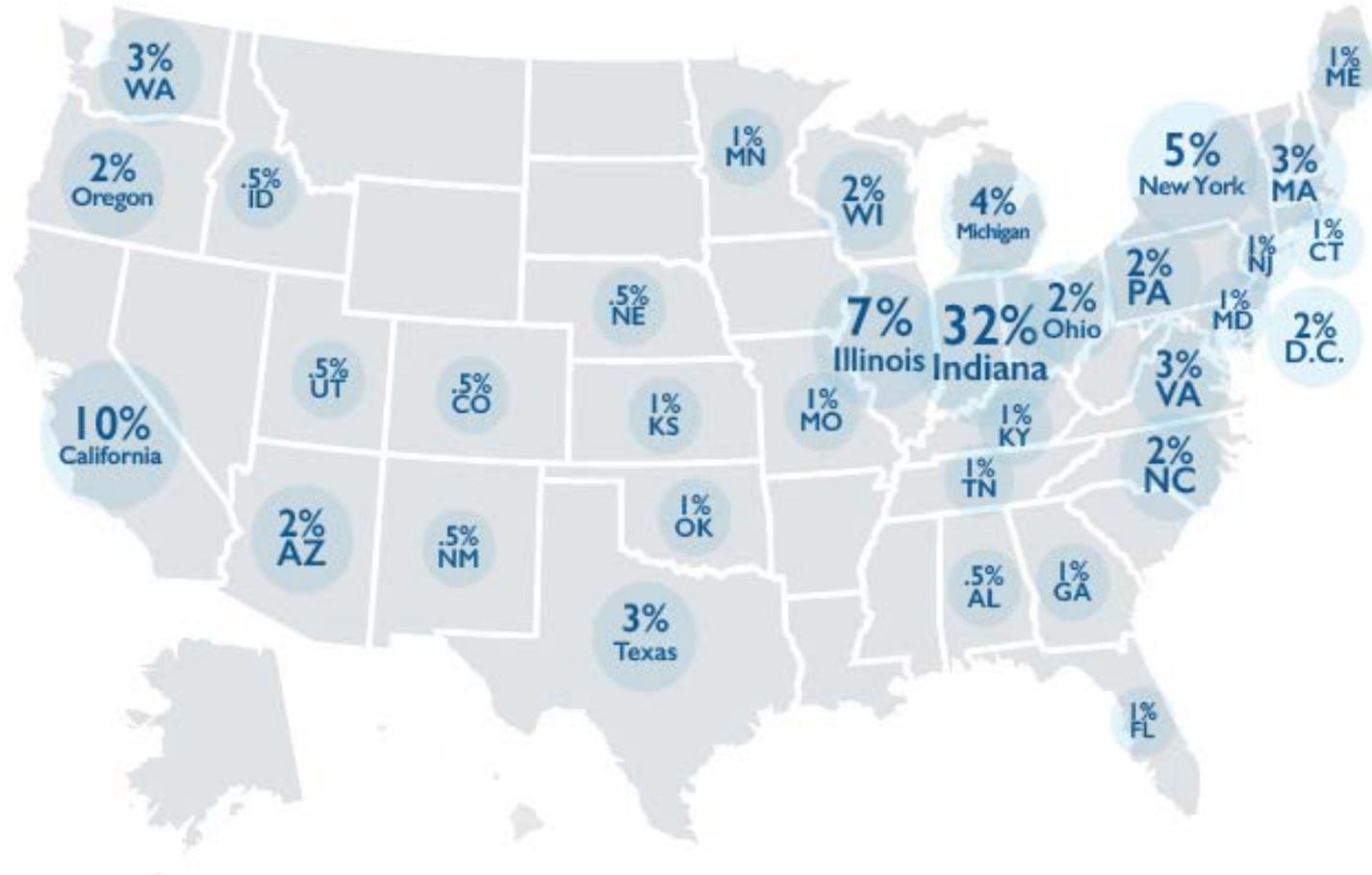
Overall Grad School Outcomes

Postgrad Career Fields



Overall Grad School Outcomes

Recent Alums in America



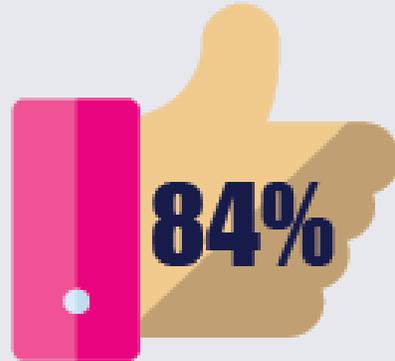
Overall Grad School Outcomes

Recent Alums in the World

China / Germany / England / Australia /
Belgium / France / Ireland / Italy /
Canada / Mexico / Norway / India / Chile
/ Iran / Hungary / Spain / and more

Overall Grad School Outcomes

Career Satisfaction



of alums report satisfaction with current job

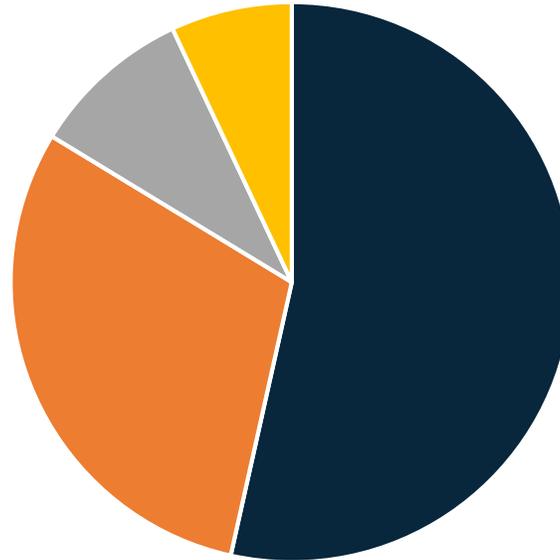
Career-Goal Alignment



of alums report their jobs align with their career goals

Career (Un)Certainty

Career Certainty
(43 respondents at grad school
orientation break out session)



- I have ideas but I'm not sure
- I've narrowed it down to few options
- I know for sure
- I have no idea

Grad Career Services Exists for You!



Grad Career Services Exists for You!

Larry



Liz



Grad Career Services Exists for You!



Grad Career Services Exists for You!

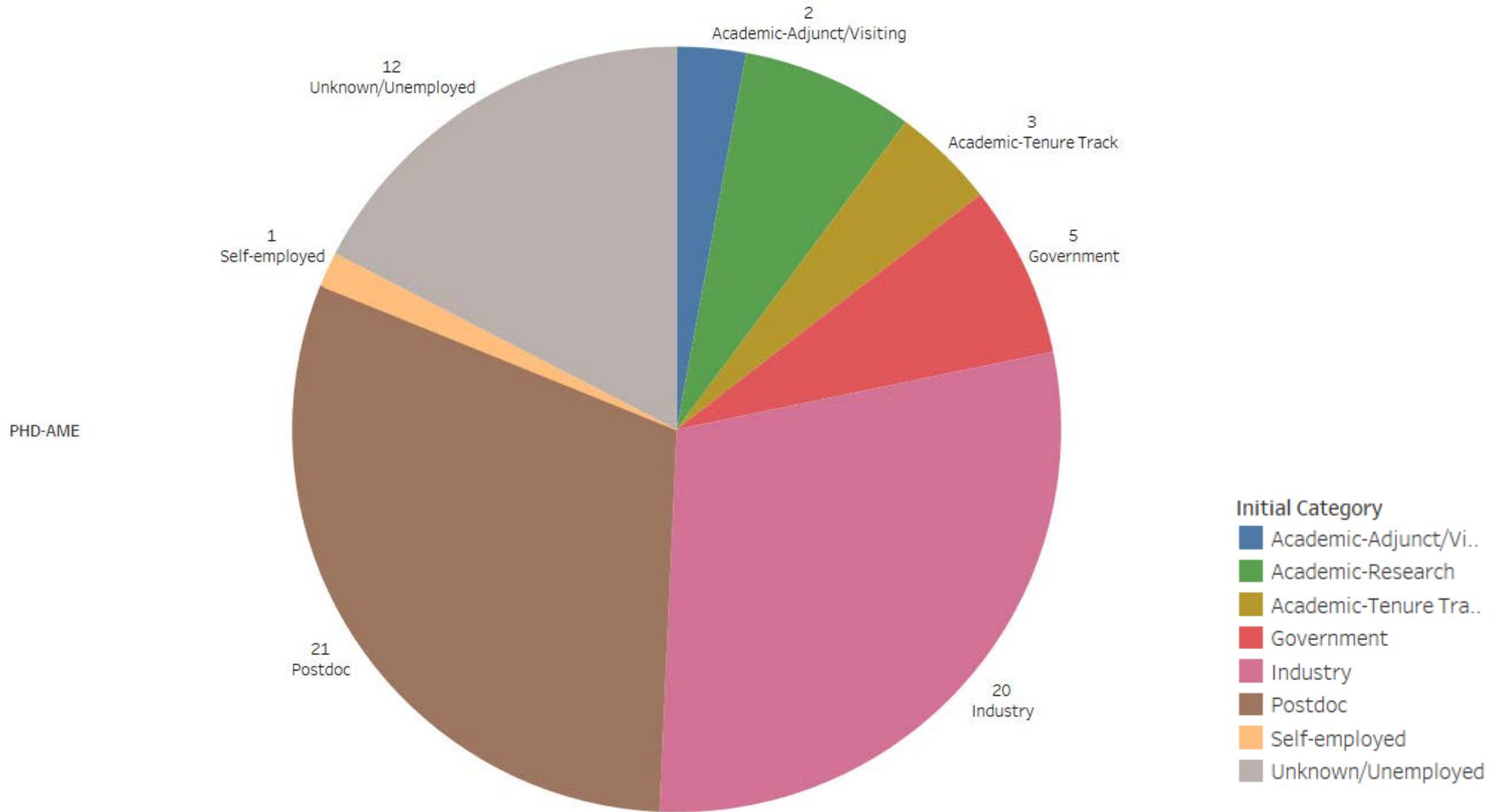


AME Sample Students Outcomes (last 5 years)

AME Sample Students Outcomes (last 5 years)

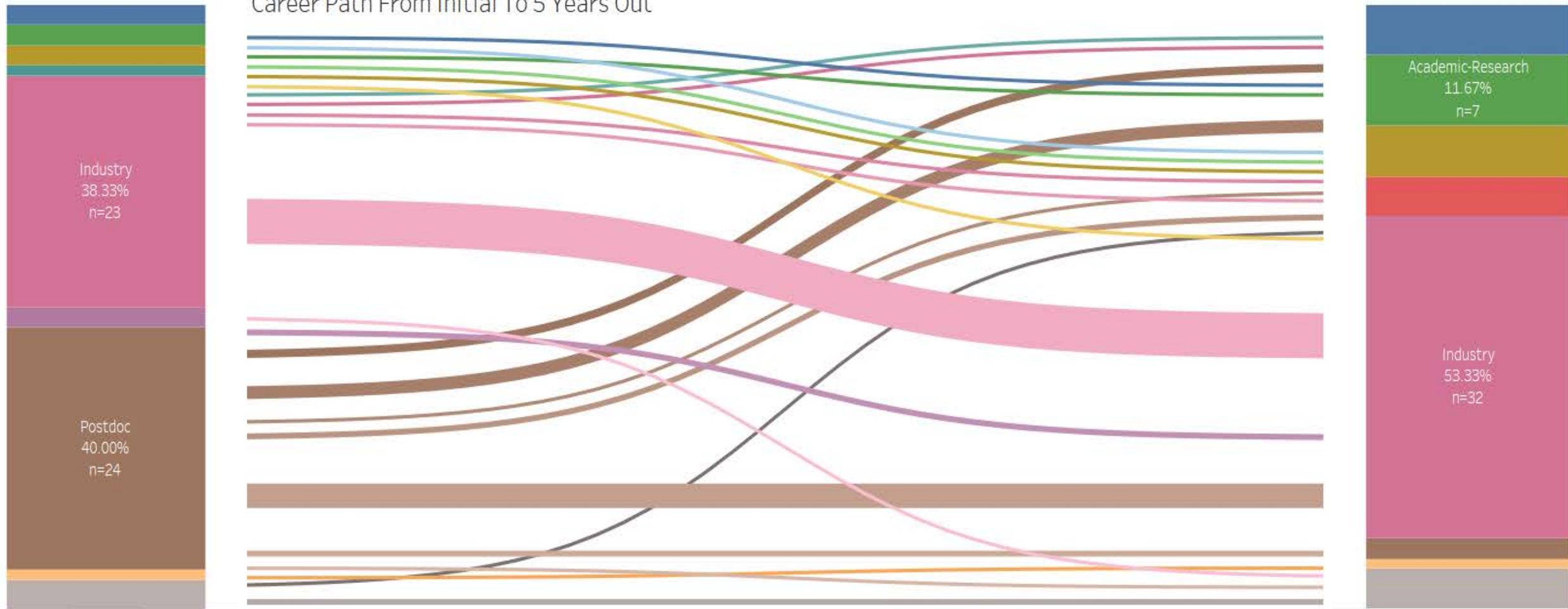
| Employer | Title |
|---------------------------------|---|
| Zimmer | Development Engineer |
| Penn State Applied Research Lab | Research Associate |
| Sandia National Lab | Postdoc |
| Honeywell | R & D Scientist II |
| Boeing | Propulsion Engineer |
| NASA Jet Propulsion Lab | Mobile Manipulation Researcher |
| Navigant Consulting | Senior Consultant |
| Pratt & Whitney | Senior Engineer |
| Exa Corporation | Computational Aeroacoustics Validation Engineer |

AME Sample Students Outcomes (last 5 years)



AME Career Paths From Initial To 5 Years Out

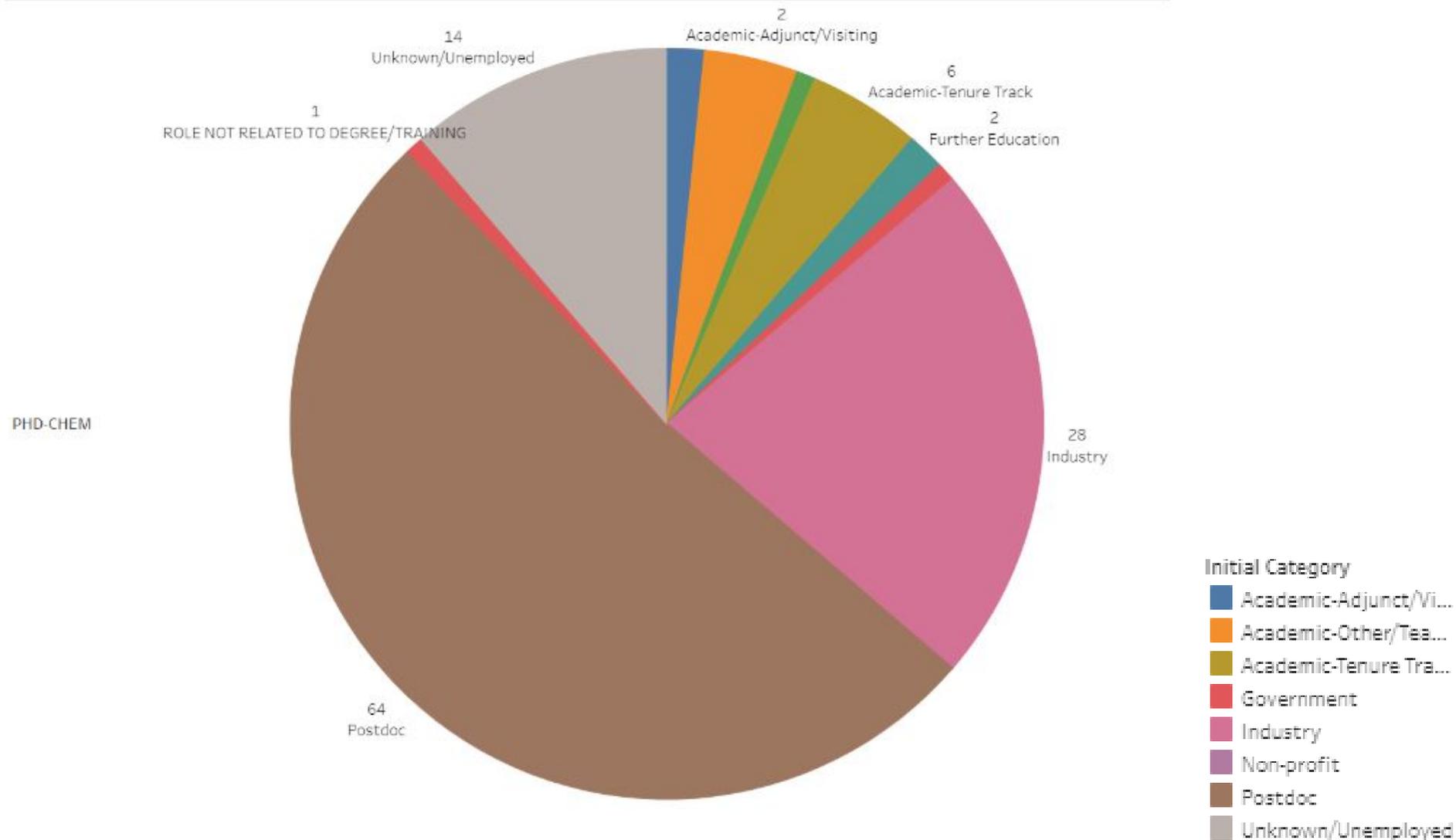
Career Path From Initial To 5 Years Out



Chem Sample Students Outcomes (last 5 years)

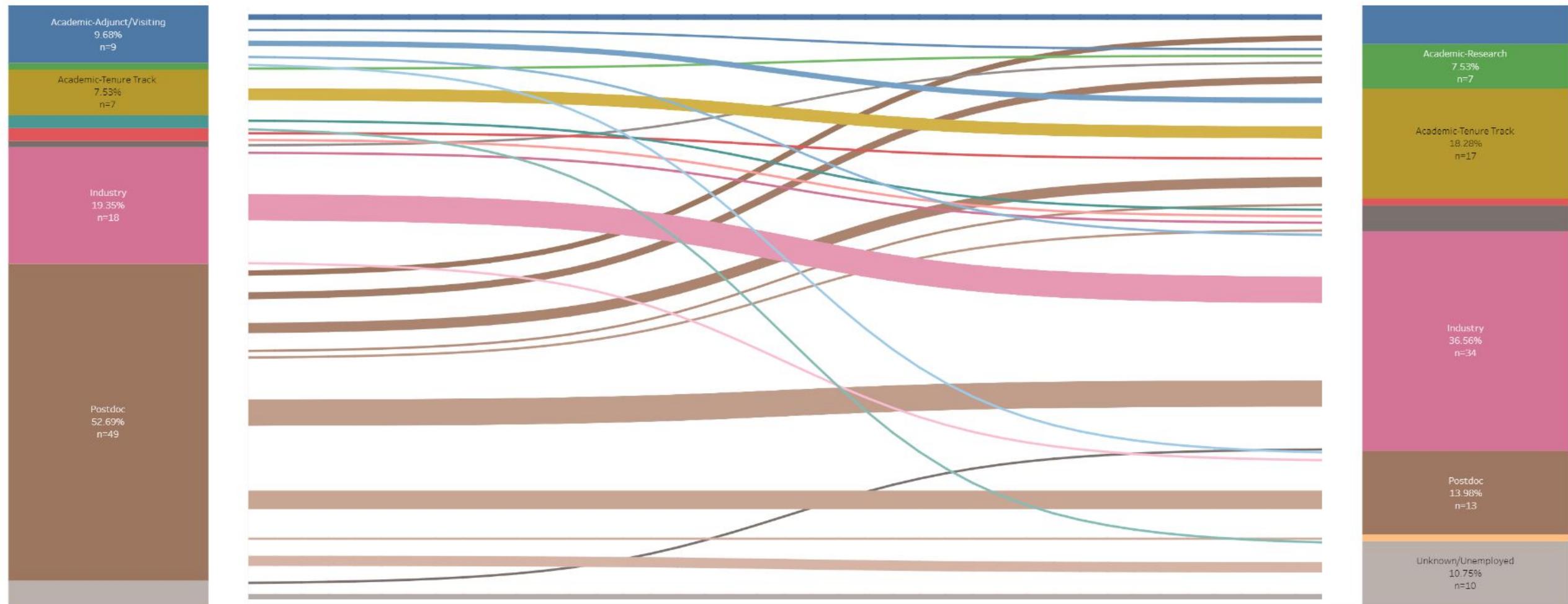
| Employer | Title |
|----------------------|--------------------------------|
| Ball State | Assistant Professor |
| Bristol-Myers Squibb | Research Scientist |
| Sigma-Aldrich | Technical Marketing Specialist |
| MIT | Postdoc |
| EMD Serona | Scientist |
| Eurofins Scientific | Scientist |
| Ferro Corp. | Technical Manager |
| Merck & Co. | Research Chemist |
| Whirlpool | Senior Research Engineer |

Chem Sample Students Outcomes (last 5 years)



Chem Career Paths From Initial To 5 Years Out

Career Path From Initial To 5 Years Out



The National Academies of Sciences, Engineering & Medicine: Consensus Study Report

- 992,000 STEM PhDs in the US in 2015
- Overall Data is 43.2% Academia, 48.3% in Business/Industry, 8.5% Government
- For Engineering: 24% held positions in Academia, 70% in Business/Industry, 6% Government
- Data Implications: Career exploration opportunities during PhD work were specifically recommended by the study (pg.102)

<https://www.nap.edu/catalog/25038/graduate-stem-education-for-the-21st-century>

Career Exploration Video

Motivating Informed Decisions Career Exploration Video:

https://www.youtube.com/watch?time_continue=1&v=d-DoNgtfNcc

Graduate Career Services

The Graduate School and Division of Student Affairs


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[Career Exploration](#)
[Application Process](#)
[Search and Interview](#)
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A successful career strategy requires more than mastering your discipline. It also requires the "soft skills" that employers value - professionalism, communication skills, and vision.

Take the time to become the professional you want to be - what we call #IrishReady.

[Contact Us](#)


Latest News

Thursday, June 21, 2018

Now Accepting Applications for Humanities Without Walls 2019

Thursday, April 26, 2018

Mark Summe Wins 2018 Notre Dame Shaheen 3MT® Competition

Thursday, April 19, 2018

MFA design student's board game gets first-year students talking about tough topics

Thursday, April 19, 2018

Anthropology Ph.D. student takes her research to new heights

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CAREER EXPLORATION

- Goals and Strategies
- Assessments
- Explore Options
- Informational Interviewing

APPLICATION PROCESS

- Curriculum Vitae
- Resume
- Cover Letter
- Academic Portfolio
- References/Recommendations
- LinkedIn
- Reputation Building
- Templates & Examples

SEARCH & INTERVIEW

- Confirm Best Fit
- Focus Your Search
- Networking
- Job Boards
- Interviews
- Job Offer Negotiation



Career Exploration

- Career & Self Assessments
- Exploring Career Options
- Goal Planning & Strategies

Application Process

- Application Materials
- Online Presence (LinkedIn, etc)

Search & Interview

- Networking & Professional Relationships
- Identifying Organizations & Opportunities
- Reviewing & Negotiating Job Offers
- Interview Strategies

Career Development Checklist

- ✓ Complete & Discuss Self-Assessment ([MyIDP](#) for STEM)

| Career Path | Skills Match | Interests Match | Values |
|---|--------------|-----------------|------------------------------|
| Science education for non-scientists: Education or public outreach specialist such as at a science museum or scientific society | <u>90%</u> | <u>79%</u> | <i>Consider Your Values!</i> |
| Sales and marketing of science-related products: Medical science liaison; technical sales representative; marketing specialist | <u>93%</u> | <u>75%</u> | |
| Science policy: Public affairs/government affairs staff at scientific societies, foundations, government entities, or think tanks | <u>91%</u> | <u>73%</u> | |
| Science education for K-12 schools: Classroom teacher; curriculum developer; science specialist | <u>85%</u> | <u>74%</u> | |
| Intellectual property: Patent agent; patent attorney; technology transfer specialist | <u>92%</u> | <u>68%</u> | |
| Support of science-related products: Technical support specialist; field application specialist; product development scientist or engineer | <u>95%</u> | <u>64%</u> | |
| Research administration: Research administrator in private or public research institutions, government or academia, including compliance officers, grants and contracts officers; dean or director of research programs | <u>89%</u> | <u>68%</u> | |
| Business of science: Management consultant; business development professional in a biotech company; venture capitalist; market researcher; investment analyst | <u>87%</u> | <u>69%</u> | |
| Drug/device approval and production: Regulatory affairs professional; quality control specialist | <u>95%</u> | <u>59%</u> | |
| Public health related careers: Public health program analyst or evaluator; epidemiologist; biostatistician; medical informaticist | <u>87%</u> | <u>66%</u> | |
| Scientific/medical testing: Testing specialist in an environmental, public health, genetics, or forensic science setting (intelligence agencies, federal/state departments of justice); clinical diagnostician | <u>91%</u> | <u>61%</u> | |
| Teaching-intensive careers in academia: A primarily teaching faculty position in a research university, liberal arts college, community college | <u>83%</u> | <u>69%</u> | |
| Science writing: Science, medical, or technical writer or journalist; science editor; science publisher | <u>82%</u> | <u>68%</u> | |
| Clinical research management: Clinical research project/trials manager or coordinator | <u>92%</u> | <u>56%</u> | |

Career Path

Science education for non-scientists:

Education or public outreach specialist such as at a science museum or scientific society

Sales and marketing of science-related products:

Medical science liaison; technical sales representative; marketing specialist

Science policy:

Public affairs/government affairs staff at scientific societies, foundations, government entities, or think tanks

Science education for K-12 schools:

Classroom teacher; curriculum developer; science specialist

Intellectual property:

Patent agent; patent attorney; technology transfer specialist

Support of science-related products:

Technical support specialist; field application specialist; product development scientist or engineer

Research administration:

Research administrator in private or public research institutions, government or academia, including compliance officers, grants and contracts officers; dean or director of research programs

Business of science:

Management consultant; business development professional in a biotech company; venture capitalist; market researcher; investment analyst

Drug/device approval and production:

Regulatory affairs professional; quality control specialist

Public health related careers:

Public health program analyst or evaluator; epidemiologist; biostatistician; medical informaticist

Scientific/medical testing:

Testing specialist in an environmental, public health, genetics, or forensic science setting (intelligence agencies, federal/state departments of justice); clinical diagnostician

Teaching-intensive careers in academia:

A primarily teaching faculty position in a research university, liberal arts college, community college

Science writing:

Science, medical, or technical writer or journalist; science editor; science publisher

Clinical research management:

Clinical research project/trials manager or coordinator

Career Development Checklist

- ✓ Complete & Discuss Self-Assessment (MyIDP for STEM)
- ✓ Explore Sectors of Interest & Fit (MyIDP links, Vault, ONet)
- ✓ Further Exploration via Info Interview Networking

Informational Interview Specifics

- ✓ Important throughout the career development process
- ✓ A purposeful conversation with a person in a field you are interested in learning more about
- ✓ Student feelings/fears about informational interviews
- ✓ My own experience with informational interviews (4/8)
- ✓ Not a job interview
- ✓ What you gain: trends, insights, advice/resources, expanding professional network
- ✓ Recent student's 20:1 experience with networking

Career Development Checklist

- ✓ Complete & Discuss Self-Assessment (MyIDP for STEM)
- ✓ Explore Sectors of Interest & Fit (MyIDP links, ONet)
- ✓ Further Exploration via Info Interview Networking
 - ✓ Career Shift / LinkedIn / Career Shift
 - ✓ GoinGlobal

 Search 

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Search Job Listings

Keywords 

Company Name 

ALL KEYWORDS ANY KEYWORDS

HIGHLIGHT SEARCH RESULTS

ON SEARCH BY AREA OFF ADVANCED SEARCH 



“Materials Characterization” & energy & PhD search string

Research Scientist Cree Inc.

US-NC-Durham

Requisition ID 2018-6762

Category (Portal Searching) Power Engineering

Job Description

The Wolfspeed Materials R&D group within Cree is looking for a high potential, resourceful, hands-on, problem solving Research Scientist with a good understanding of materials behavior and capacity to quickly grasp and solve technical challenges. A solid background in mechanical and electrical applications with strong modeling and analytical skills are necessary.

What can Cree do for you?

- Join the company that is a global leader in the manufacturing of 4H Silicon Carbide (SiC) substrates, SiC and III-Nitride epitaxial wafers
- Be part of the team that has long proven expertise in SiC and GaN materials technology advancement with the focus and commitment to bring high quality solution platforms across all applications
- The world runs on power and our SiC wide bandgap semiconductors far outperform conventional silicon components and set new standards for efficiency and reliability

What you need for success

- PhD in Materials, Chemical, Ceramics, Electrical Engineering, or Physical Science with Engineering degree
 - MS with 5+ years of related industrial R&D experience
- Hands on electrical and mechanical skills and experience
- Vacuum technology knowledge background
- Computational skills toward thermal modeling and technical drawings
- Statistical data analysis skills and experience
- Independent thinking, attention to detail, strong organizational and planning abilities
- Excellent analytical and problem solving skills
- Strong leadership skills, high energy, self motivated with “whatever it takes” attitude
- Ability to work constructively with a team of manufacturing personnel, engineers and technicians

Highly preferred skills and certifications

- Knowledge in SiC and related materials
- Characterization skills such as XRD, SEM, TEM, Raman, PL
- Simulation and data analysis skills and experience on tools such as FE multi physics simulation, COMSOL, Python, SEQUEL, Autodesk Inventor, ANSYS, ProE, AutoCAD, JMP, FIDAP or similar



Jia Guo • 3rd

Research Scientist@Wolfspeed a Cree company

Durham, North Carolina

 **Message**



Cree



University of Notre Dame



See contact info



366 connections

Jia Guo has more than 10 years hands-on experience in semiconductor device design, fabrication, modeling and characterization. Some of his particular experiences include GaN, GaAs based transistors/sensor (HEMTs, HBT, LED and solar cell) and Si CMOS fabrication. His professional contributions include 15+ journal publications and conference presentations. He is interested in broadening his experience in the Research and Development environment.

Specialties: -Lithography, dry (ICP, RIE)/wet etch, thin film deposition (Sputter, PECVD, ALD and evaporation) and characterization (XRD, SIMS, XPS), RTP, implantation, diffusion, CMP
-Proficient in device characterization (DC, CV, pulsed-IV, RF measurement et al) and data analysis

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 - Saved Searches
 - Last Search
 - Import
 - Export
- Companies
- Documents
- Campaigns
- Calendar
- Settings
- Help

Contact Search

| | | | |
|-----------------|---|--------------|---|
| First Name | <input type="text" value="jia"/> | Last Name | <input type="text" value="guo"/> |
| School Attended | <input data-bbox="978 354 1610 411" type="text" value="School Attended"/> | Company Name | <input data-bbox="1671 354 2308 411" type="text" value="cree"/> |
| Industry | <input data-bbox="978 474 1610 531" type="text" value="Any Industry"/> | Last Updated | <input data-bbox="1671 474 2308 531" type="text" value="Last Updated"/> |

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Jia Guo |

Cree , Inc. | Durham, North Carolina, United States

Research Scientist

jia_guo@cree.com

Manufacturing

- CONTACT DETAILS
- COMPANY DETAILS
- COMPANY JOBS

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Cree , Inc.



www.cree.com

4600 SILICON DR
Durham , North Carolina 27703
United States

COMPANY CONTACTS COMPANY JOBS SAVE FOR LATER

Details

Phone:
(919) 407-5300

Fax:
(919) 313-5558

Industries:
Semiconductor & Semiconductor
Equipment, Electronics, Manufacturing,
Power Conversion & Protection Equipment

Annual Revenue:
\$1.5 Billion

Number of Employees:
6039

Description

Cree is a market-leading innovator of lighting-class LEDs, lighting products and semiconductor products for power and radio frequency (RF) applications. Cree believes in better light experiences and is delivering new innovative LED technology that transforms the way people experience light through high-quality, interior and exterior LED lighting solutions. Cree's product families include LED lighting systems and bulbs, blue and green LED chips, high-brightness LEDs, lighting-class power LEDs, power-switching devices and RF devices. Cree's products are driving improvements in applications such as general illumination, electronic signs and signals, power supplies and inverters.



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| <u>Job Title</u> | <u>Occupation</u> | <u>Company</u> | <u>City / State</u> | <u>Metro</u> | <u>Wage</u> | <u>Year</u> |
|--------------------------------|--------------------|----------------------------|---------------------|------------------------------------|-------------|-------------|
| DIRECTOR, FINANCE PMM RF POWER | FINANCIAL MANAGERS | CREE, INC. | MORGAN HILL, CA | San Jose-Sunnyvale-Santa Clara, CA | \$177,029 | 2018 |

| | | | | | | |
|--|---------------------------------------|----------------------------|------------|------------------------|-----------|------|
| MATERIALS RESEARCH SCIENTIST | MATERIALS SCIENTISTS | CREE, INC. | GOLETA, CA | | \$82,992 | 2017 |
| ORACLE ERP SYSTEM PROGRAMMER ANALYST | COMPUTER SYSTEMS ANALYSTS | CREE, INC. | DURHAM, NC | Durham-Chapel Hill, NC | \$107,380 | 2017 |
| PRODUCT ENGINEER MANUFACTURING | MATERIALS ENGINEERS | CREE, INC. | DURHAM, NC | Durham-Chapel Hill, NC | \$83,525 | 2017 |
| PROGRAMMER ANALYST | COMPUTER SYSTEMS ANALYSTS | CREE, INC. | DURHAM, NC | Durham-Chapel Hill, NC | \$89,475 | 2017 |
| PROJECT ANALYST - CONSUMER LIGHTING PRODUCTS | OPERATIONS RESEARCH ANALYSTS | CREE, INC. | DURHAM, NC | Durham-Chapel Hill, NC | \$59,000 | 2017 |
| RESEARCH SCIENTIST, MATERIALS | MATERIALS SCIENTISTS | CREE, INC. | DURHAM, NC | Durham-Chapel Hill, NC | \$105,290 | 2017 |
| SYSTEMS DEVELOPER | SOFTWARE DEVELOPERS, SYSTEMS SOFTWARE | CREE, INC. | DURHAM, NC | Durham-Chapel Hill, NC | \$110,000 | 2017 |
| TEST ENGINEER | MECHANICAL ENGINEERS | CREE, INC. | DURHAM, NC | Durham-Chapel Hill, NC | \$76,000 | 2017 |
| BUSINESS SYSTEMS TECHNICAL ANALYST | SOFTWARE DEVELOPERS, APPLICATIONS | CREE, INC. | DURHAM, NC | Durham-Chapel Hill, NC | \$88,483 | 2016 |
| DESIGN ENGINEER | ELECTRICAL ENGINEERS | CREE, INC. | DURHAM, NC | Durham-Chapel Hill, NC | \$74,804 | 2016 |

Targeting Applications vs Brute Force

- ✓ International student applied for 600 online postings, got 6 interviews and 0 job offers
- ✓ Working smarter and targeting your search and application efforts
- ✓ Customizing your resume and cover letter for impact based in the specific position posting
- ✓ Networking to make connections at high value target organizations
- ✓ Tapping into the hidden job market

Career Development Checklist

- ✓ Complete & Discuss Self-Assessment (MyIDP for STEM)
- ✓ Explore Sectors of Interest & Fit (MyIDP links, ONet)
- ✓ Further Exploration via Info Interview Networking
 - ✓ Career Shift / LinkedIn / Career Shift
 - ✓ GoinGlobal
 - ✓ Networking at Conferences Ideas
 - ✓ Pair or triple up and brainstorm for a competition!

Conference Networking Ideas

1. Request to speak on a panel.
2. Scout out the restaurants, make a reservation for 4-8 people
3. Prepare for a chance encounter: identify 5 or so people that you want to meet and memorize their pictures, partial bios, and common points of connection.
4. Interview people for your newsletter or blog or podcast, you are then giving them exposure to a wider audience.
5. Wear some unique wardrobe which will give you a ready-made topic that others will ask you about such as a unique tie from your university or a special lapel pin.
6. Ask for their cell number so you can send a text later to meet up after a session.
7. Talk with others around you as you are waiting to talk with the speaker after a session. If several are around the speaker and having a conversation, as you leave the conversation with others, you can continue the conversation as you depart the room.
8. Email a speaker after a conference and say something specific that shows you were actually there, perhaps offer them some resource or interesting link or some other help. Ask to have a call or skype to learn more or to ask some questions.
9. If a shuttle is used at the conference, always take the opportunity to strike up a conversation and ask about them. One person actually spent the entire day riding in shuttles to have the opportunity to meet many people this way.
10. Skip sessions, hangout at the coffee pot and resolve to speak to someone every 15 minutes. Say, “hey I’m Joe, how are you enjoying he conference.” You can also use this time to meet with others you have already met.

Conference Networking Ideas

11. Realize that others at the conference probably feel intimidated or unsure of stepping out of their comfort zone. You are not alone. Yet it is also true that many there will have similar interests to you and will respond in a positive friendly way. They may be happy that someone is talking with them if they came alone.
12. Be prepared to briefly present your research and take the opportunity to ask others about their research and look for common connections or ways to support each other.
13. Get involved by volunteering for any planning or other types of committees or running for an office in the organization.
14. Participate in smaller tracks if available such as special sessions for new comers or a pre-conference smaller group event.
15. Participate in the social gatherings that are planned as part of the conference.
16. Have your business cards and your elevator pitch prepared and even a few copies of your resume just in the off chance that someone may ask for it.
17. Keep track of who you have met and record names, roles, and interests after your conversation so that you can say their name later if you see them again during the conference or perhaps at a future conference.
18. Stay in touch with these new contacts through LinkedIn or other social media or even email.
19. Research speakers and attendees ahead of time - and reach out. A week or two before the conference. Set up a 10-15 minute meeting over coffee or a drink.

Conference Networking Ideas

20. Engage with a presenter on Twitter or email before the conference, and pay him/her a genuine compliment before or during the speech. You could send a private message on Twitter to set up a meeting, so that I don't have to fight through the crowd after his/her speech
21. Ask better questions, such as "*What are you most passionate about?*" and "*What charity do you care most about?*" and "*Who at this conference would you most like to be connected with?*" That way, you get people talking about something they really care about, and you can form a more meaningful relationship faster. Of course, the most important question you can ask of someone is, "How can I help you?" When you ask these questions, listen well, and be genuinely interested. This *will* make a difference for you.

Career Development Checklist

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- ✓ Explore Sectors of Interest & Fit (MyIDP links, ONet)
- ✓ Further Exploration via Info Interview Networking
 - ✓ Career Shift / LinkedIn / Career Shift
 - ✓ GoinGlobal
 - ✓ Networking at Conferences Ideas
- ✓ Get a Professional Head Shot
- ✓ Create a Full Profile on LinkedIn
- ✓ Register on GoIrish & Update Profile Information
- ✓ Get Initial Review of CV and Resume
- ✓ Look for Leadership and Service Opportunities
- ✓ Join LinkedIn ND Alumni Group and Irish Compass

Connect
with me



Larry Milks

Graduate Career Consultant at University of Notre Dame /
Helping students find their sweet spot of thriving
productivity

South Bend, Indiana

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University of Notre Dame



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See connections (122)



Education Leadership | University Instructor | Design Engineer | East Region Manager | Program Creation, Implementation & Evaluation • Self-starter with an engineering mind that analyzes details and seeks organization. His color-coded to-do list and electronic filing system for keeping track of work documen...

Sept 27-28 Industry Transitions Career Launch Event

- Chemours, Lubrizol, Stepan, PPG
- Thurs: Keynote 6:00 p.m.
- Friday Drop-In Sessions 11:30-1:30 p.m. (food!)
- Friday Panel Discussions 2:00-3:00 p.m.
- Duncan 512

Graduate Consulting Careers

An Initiative of the Center for Career Development

Search



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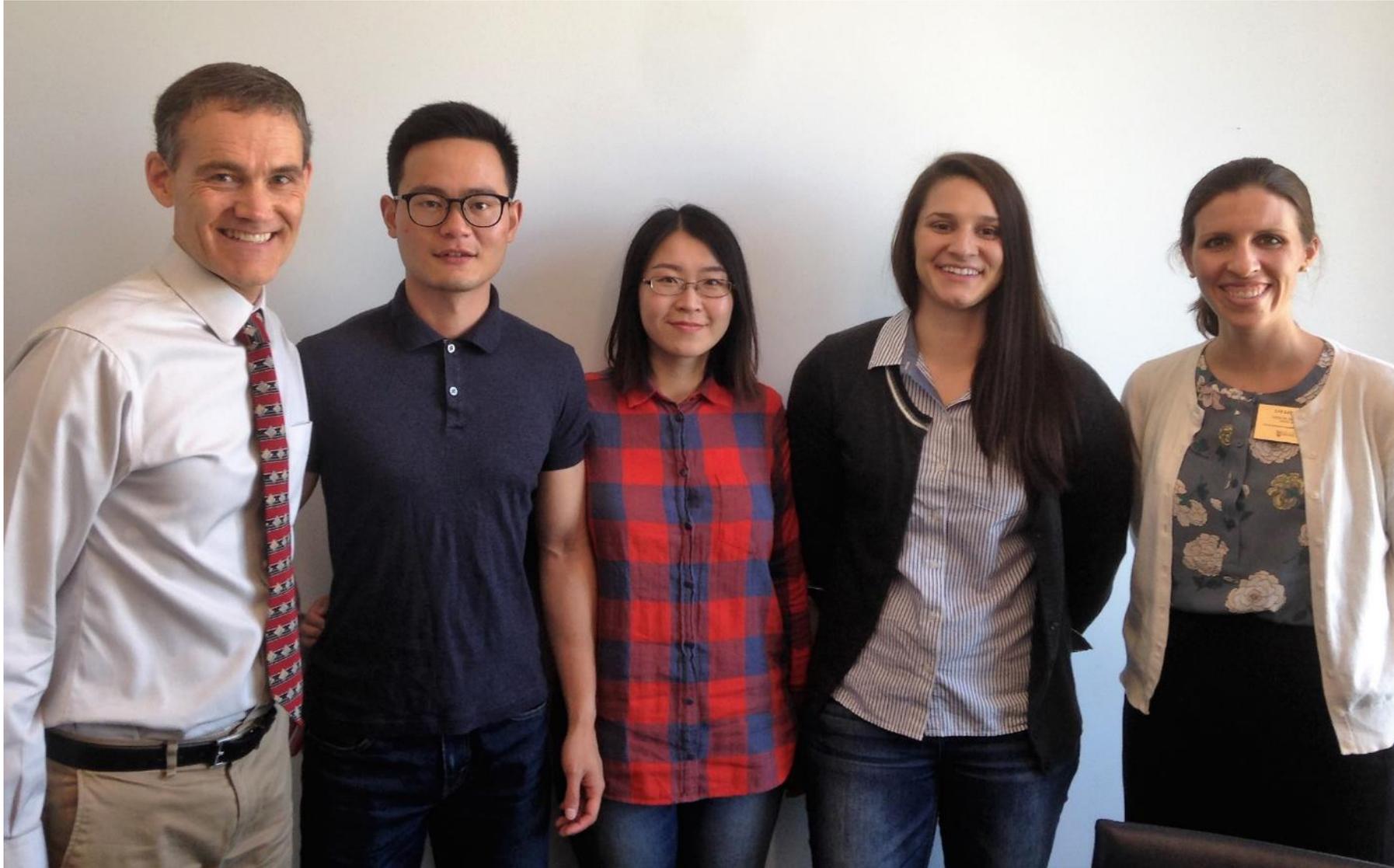
Our Mission

The Notre Dame Graduate Consulting Careers is a graduate student-led initiative of the Center for Career Development. All graduate students are invited and encouraged to attend an array of workshops focusing on case interview preparation and professional development. Our primary goal is to prepare graduate students for success in the interviewing process and in their future roles in the consulting industry.

ND GCC Initiative



ND GCC Initiative





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CENTER FOR CAREER DEVELOPMENT
Graduate Career Services



CENTER FOR CAREER
DEVELOPMENT

Graduate Career Services

Your career opportunities are **growing**. So are your **career development needs**.

Whether you wish to remain in **academics** following your degree, or explore options in **business, government, nonprofit**, or other sectors we can help. Our career consulting, programming, and professional development resources prepare graduate students to obtain strong career outcomes during and after their time at Notre Dame.

Our Process

Our model is founded on the premise that career development is a lifelong, cyclical process. Our office uses a three-stage model –

- **Career Exploration**
 - **Application Process**
 - **Search and Interview**
- to help organize and plan graduate student career development.

We guide students through a theory-based process designed to help them make intentional, forward-looking academic and career-related decisions to reach their professional goals.



Career Exploration

- Career & Self Assessments
- Exploring Career Options
- Goal Planning & Strategies

Application Process

- Application Materials
- Online Presence (LinkedIn, etc)

Search & Interview

- Networking & Professional Relationships
- Identifying Organizations & Opportunities
- Reviewing & Negotiating Job Offers
- Interview Strategies

Graduate Career Consultants

Graduate Career Consultants are assigned by college and provide discipline-specific expertise in career development and facilitation. Following a client-consulting model, we work in collaboration with departments, programs, and faculty to provide:

- Workshops
- One-on-one consultations
- On-site departmental office hours
- Small-group forums

*Virtual options are available

Connect With Us

Appointments

Schedule at GradCareers.nd.edu

Inquiries

GradCareers@nd.edu

Location

Duncan Student Center, 528, North Suite

Website

GradCareers.nd.edu

Follow us on Social Media

[@ndgradcareers](https://twitter.com/ndgradcareers)



Conference Networking Ideas

1. Request to speak on a panel.
2. Scout out the restaurants, make a reservation for 4-8 people, and invite people you meet to join. You can say, "Hey it was great to meet you, several people I have met at this conference will be eating dinner tonight (or tomorrow) at xyz, would you be interested in joining us?" This will provide a more intimate setting and facilitate connections that are more meaningful.
3. Prepare for a chance encounter: identify 5 or so people that you want to meet and memorize their pictures, partial bios, and common points of connection.
4. Interview people for your newsletter or blog or podcast, you are then giving them exposure to a wider audience.
5. Wear some unique wardrobe which will give you a ready-made topic that others will ask you about such as a unique tie from your university or a special lapel pin.
6. Ask for their cell number so you can send a text later to meet up after a session.
7. Talk with others around you as you are waiting to talk with the speaker after a session. If several are around the speaker and having a conversation, as you leave the conversation with others, you can continue the conversation as you depart the room.
8. Email a speaker after a conference and say something specific that shows you were actually there, perhaps offer them some resource or interesting link or some other help. Ask to have a call or skype to learn more or to ask some questions.
9. If a shuttle is used at the conference, always take the opportunity to strike up a conversation and ask about them. One person actually spent the entire day riding in shuttles to have the opportunity to meet many people this way.
10. Skip sessions, hangout at the coffee pot and resolve to speak to someone every 15 minutes. Say, "hey I'm Joe, how are you enjoying the conference." You can also use this time to meet with others you have already met.
11. Realize that others at the conference probably feel intimidated or unsure of stepping out of their comfort zone. You are not alone. Yet it is also true that many there will have similar interests to you and will respond in a positive friendly way. They may be happy that someone is talking with them if they came alone.
12. Be prepared to briefly present your research and take the opportunity to ask others about their research and look for common connections or ways to support each other.
13. Get involved by volunteering for any planning or other types of committees or running for an office in the organization.
14. Participate in smaller tracks if available such as special sessions for new comers or a pre-conference smaller group event.

15. Participate in the social gatherings that are planned as part of the conference.
16. Have your business cards and your elevator pitch prepared and even a few copies of your resume just in the off chance that someone may ask for it.
17. Keep track of who you have met and record names, roles, and interests after your conversation so that you can say their name later if you see them again during the conference or perhaps at a future conference.
18. Stay in touch with these new contacts through LinkedIn or other social media or even email.
19. Research speakers and attendees ahead of time - and reach out. A week or two before the conference, look at the speaker list and, if available, the attendee list. Research the people you would most like to meet and spend time with, and then reach out via email, Twitter or LinkedIn. Figure out how you can truly help *them* - and then offer your help. By showing your friendship first, you will be differentiating yourself from everyone else, who just wants to get something from them. Set up a 10-15 minute meeting over coffee or a drink. That way, you won't have to scramble and compete to get their attention once at the conference.
20. Engage with a presenter on Twitter or email before the conference, and pay him/her a genuine compliment before or during the speech. You could send a private message on Twitter to set up a meeting, so that I don't have to fight through the crowd after his/her speech
21. Ask better questions, such as "*What are you most passionate about?*" and "*What charity do you care most about?*" and "*Who at this conference would you most like to be connected with?*" That way, you get people talking about something they really care about, and you can form a more meaningful relationship faster. Of course, the most important question you can ask of someone is, "How can I help you?" When you ask these questions, listen well, and be genuinely interested. This *will* make a difference for you.

Have concrete goals in mind for your networking in advance. Consider sharing these goals with a colleague for accountability purposes. Having set goals such as making five new contacts with people who are in organizations of interest to you, or with people who share your particular research emphasis, will motivate you to step out of your comfort zone and follow through on your goals. Remember to be both interesting and interested, and spend time to get to know people and help them.

Curated from Dave Kerpen, *Tomas Ivasauskas*, *Ben Waber*, *Carrie Kerpen (Forbes)*, *Dorie Clark (Harvard Business Review)*, *Larry Milks*