NIH GRANTS SEMINAR WORKSHOP SERIES
Convention Center, Career Center Area, Hall B

The FASEB Office of MARC and Professional Development Programs in association with the Experimental Biology 2015 (EB2015) Management Committee will sponsor career development seminars and a NIH Grant Seminar Workshop in the EB2015/FASEB Career Center located in Hall B of the Boston Convention & Exhibition Center. There is no fee or pre-registration associated with the workshops and seminars; however, EB2015 meeting registration is required to participate in all seminars/sessions. Handouts and resource materials will be provided onsite. Advance seating reservations are not required.

Critiquing of CV/resumes and the career coaching/counseling sessions are by appointment and the times are 9:00AM-5:00PM on March 29-30, 9:00-AM-4:00PM on Mach 31, and 9:00AM-3:00PM on April 1. You may sign-up onsite in the EB2015/FASEB Career Center located in Hall B through Tuesday, April 1, at 3:00PM.

NIH Career Development (K) Awards
9:00AM-10:30AM, Monday/Tuesday, Career Center, Hall B
This presentation will focus on the NIH's Career Development Awards (K) including the most recent K99/00 Pathways to Independence Award (for postdoctoral scientists) and other K awards targeted to individuals with research doctoral degrees (Ph.D. and equivalent) and clinical doctoral degrees (M.D. and equivalent). Among the K awards discussed will be the K01 Mentored Research Scientist Development Award, the K02 Independent Scientist Award, the K22 Career Transition Award, the K08 Mentored Clinical Scientist Development Award, the K23 Mentored Patient Oriented Career Development Award, the K24 Mid-Career patient Oriented Career Award, and K25 Mentored Quantitative Scientist Career Development Award. The interactive discussion will give attendees an opportunity to ask questions of and obtain insight from an NIH representative on these and other awards available for beginning investigators.

NIH Fellowship (F) Awards
3:30-5:00PM, Monday & 2:15-4:00PM Tuesday, Career Center, Hall B
This presentation will focus on the NIH’s Ruth L. Kirschstein National Research Service Awards (NRSA). The NRSA research training fellowship (F) awards are targeted to individuals with or seeking research doctoral degrees (Ph.D. and equivalent) and clinical doctoral degrees (M.D. and equivalent). Among the F awards discussed will be the F30, NRSA Individual Predoctoral MD/Phd or Other Dual-Doctoral Degree Fellowship Award, the F31 NRSA Individual Predoctoral Fellowship, the F31 NRSA Individual Predoctoral Fellowship to Promote Diversity in Health-Related Research Award, the F32 NRSA Individual Postdoctoral Fellowship Award, and the NRSA Individual Senior Fellowship Award. The interactive discussion will give attendees an opportunity to ask questions of and obtain insight from an NIH representative on these and other awards available for pre- an postdoctoral fellows and senior investigators.
CAREER DEVELOPMENT SEMINARS & WORKSHOPS

The following Seminars and Workshops will be held in the EB2015/FASEB Career Center. There is no fee or pre-registration associated with the workshops and seminars; just walk in and sit down! Critiquing of Resumes is by appointment and starts at 9:00AM on Sunday and continues until 5:00PM on Wednesday. Sign up on-site in the EB2015/FASEB Career Center.

Sunday, March 29, 2015

9:00 AM- The Strategic Postdoc: How to Find & Leverage Your Postdoc Experience; presented by Andrew Green. Many PhDs just kind of fall into a postdoc, rather than thinking about it from a strategic perspective. Your postdoc is never an end in itself; rather it's a means to another end whether that goal is a faculty position at a research university, a small college, national lab, or perhaps an industry job. Learn how to find postdoc opportunities that will best prepare you for that next step, and how to use your postdoc experience to facilitate the transition to your next position.

9:00 AM- Get Up With Something On Your Mind; presented by Howard Adams. Planning for academic/career/personal success is a process- a mode of striving to excel at any and all endeavors one undertakes. It is an ongoing process of planning, reviewing, refining, adjusting and/or changing goals, strategies and tactics to realize planned outcomes - achievement, success, recognition, rewards, power, etc. This seminar is designed to encourage individual responsibility for: 1) taking charge of one's own success; 2) focusing on being proactive; 3) being open and responsive to change; 4) applying strategies to assess one's skills, interests, and values on an ongoing basis; and 5) building support systems through effective utilization of mentoring and networking. Key topics: The Success Mind-set, Defining Purpose, Performance Curve, The Personal Audit, Academic/Career/Planning for Academic/Career/Life Success.

9:30 AM- How to Choose Your Ideal Career; presented by Bill Lindstaedt. Do you want to find a career path that you'll enjoy and find rewarding? Of course! But HOW do you find such a path, especially since there are so many different directions scientists can go with their careers?

There are more than FIFTY career options available to biomedical sciences PhD's. If you'd like to see a list of these career options, while learning about how to select the best option for you, then don't miss this thought-provoking and interactive workshop! Here you will learn about a logical, step-by-step process for exploring your career options and deciding which will provide the best fit for your own set of skills, values and interests.

9:30 AM- Your Behavior CV; presented by Judy Blumenthal. There are basic behaviors (yes, in writing as well!) that we need to display to increase the likelihood of getting that interview. What are these behaviors, and how to do we display them along with the specific requirements requested in the job application and CV?

Dr. Blumenthal will teach you how to “speak” behavior in writing during the application process and in developing your CV, which will increase the likelihood of you getting that interview.
10:30 AM-Global Interview Skills: A Practice Workshop for International Candidates; presented by Debra Behrens. This interview practice workshop is customized for international job candidates. The key topics are: The four central questions in virtually every employment interview, understanding cultural and communication dynamics, the STAR method, and how to use "small talk" for big results.

10:30 AM-Transforming Your CV/Cover Letter for Industry Position; presented by Naledi Saul. In this session, using a successful industry resume/CV as a case study, you will learn the difference between a CV and resume, what should and should not be included in a document tailored for industry jobs, and the best strategies to tailor your document to highlight your skills and experiences. You will also understand when and why to write a cover letter, including content and appropriate format. Bring a copy of your CV/resume or cover letter to work on during the session if you have one (but it is not required to attend the session). There will also be ample time for Q & A.

11:00 AM-But I have no Skills! Exploding Myths and Exploring Career Options for PhDs; presented by John Lombardo. Are the skills you developed in graduate training really useful outside of the academic lab? Many PhD candidates and postdocs exploring careers beyond the academy assume -incorrectly- that employers will not find them or their skills attractive. In this session you will have the opportunity to identify skills that you currently possess, and also to find career fields that might be a good fit for these skills.

11:00 AM- Understanding Search Committees & Finding Job Announcements; presented by Andrew Green. Are Postdocs Always Essential? What do search committees look for? How do I find academic jobs offered in my field, or within a specific geographical area? Answers to these and other questions presented by Andrew Green, a veteran of the academic job search and numerous search committees.

1:00 PM-Job Search in Academia & Industry: Timelines and Effective Strategies; presented by Debra Behrens. Are you on the market for both academic and industry jobs, but aren't sure where to start? Learn strategies for successfully navigating the two-track job search. Topics: Organizing your search, timelines/logistics, researching employer organizations, presenting your qualifications and evaluating job offers.

1:00 PM-Job Hunting in Biotech Part 1: Finding & Applying for Scientist Positions; presented by Bill Lindstaedt. In this seminar, you will learn how to prepare resumes and cover letters so you will be ready to search for research jobs in the biotech/pharma industry. Then, you will learn how to find and connect with scientists working at companies. Finally, you will learn how to execute job search strategies necessary for success on the biotech/pharma job market. After this seminar you will understand how to conduct the four job hunting techniques that comprise a comprehensive job search in the biotech industry.
(This is part 1 of a 3-part series. Each seminar can be taken separately but together they provide comprehensive information about the industry job search process.)

1:30 PM-Creating Effective CV's, Cover Letters, Research & Teaching Statements; presented by Andrew Green. Most of the cuts in the applicant pool are made solely on the basis of your written application materials. Do yours represent you in the strongest possible fashion? How should a cover letter and CV for Stanford differ from one addressed to faculty at San Jose State? And what exactly is a Statement of Teaching Philosophy? Advice will be provided on creating these documents and more for the academic job search.
2:00 PM- Job Hunting in Biotech Part 2: Interviewing for Scientist Positions; presented by Bill Lindstaedt. This seminar is designed to help you improve your interview skills so that you will be better prepared to land a scientist position in industry. At the end of the seminar, you will be able to:

- Respond effectively to the most common questions asked during industry interviews,
- Answer behavior-based questions in an organized manner,
- Begin an end the interview experience with poise and professionalism.

(This is part 2 of a 3-part series. Each seminar can be taken separately but together they provide comprehensive information about the industry job search process.)

2:30 PM- Networking: A Required Life Skill; presented by Howard Adams. To succeed in today's competitive world of work, who you know can be as critical as what you know. Successfully networking, to develop contacts, is a required skill. Networking involves 1) making contacts, 2) establishing cordial relationships, and 3) ultimately bonding to mutually support each other and share information. This seminar explores skills and techniques germane to successful networking. During the session, Dr. Howard Adams will cover the following key topics: 1) Dimensions of Networking; 2) Networking to enhance one's career/professional development; 3) Networking concerns: How? When? Where? Why? 4) Tips for Successful Networking; 5) Do's and Don'ts of Networking.

2:30 PM- Talking About Yourself: How to Interview Well; presented by Naledi Saul. In this session, we will help you learn how to interview successfully, by looking at the interview process from employer's perspective. We will discuss the overall hiring process and the all-day interview format, as well as the steps to prepare for an interview, effectively use the different types of interview questions to both present your skills and experience, and assess the employer's needs, and criteria to ultimately determine if the position is a good fit for you.

3:30 PM- Job Hunting in Biotech Part 3: Compensation Negotiation for Scientist Positions; presented by Bill Lindstaedt. So you've landed a job offer for an industry scientist position! Now, how do you know if the compensation package is competitive, and how do you ask for more? In this seminar you will learn how to:

- Separate out the typical components of an industry job offer letter, so you know what to ask for
- Determine if an offer is competitive and when to ask for more
- Ask for additional compensation in a way that represents your interests while maintaining positive relationships.

(This is part 3 of a 3-part series. Each seminar can be taken separately but together they provide comprehensive information about the industry job search process.)

3:30 PM- Nailing the Job Talk & Interview Prep; presented by Andrew Green. Going Live: Conference Interviews, On-Campus Interviews, The All-Important Job Talk, and Negotiating the Offer.
All seminars and workshops will be held in the FASEB Career Center located in Hall B of the Boston Convention & Exhibition Center.

4:00 PM- Job Talk/Chalk Talk: Making the Grade; presented by Debra Behrens; Participants will learn to plan, structure and deliver an effective job talk. This seminar will key elements of the job talk and finally, how to capture the interest of a diverse (faculty, administrators, students) audience.

4:00 PM- Attitudes & Behaviors: How are you Perceived?; presented by Judy Blumenthal. Every person carries within them thoughts, feelings, and emotions that influence the way we are perceived by others, and the way we behave. This interaction (perceptions of others and our behavior) is so very complex, and happens so quickly, that perceptions are not necessarily at a conscious level and therefore opinions about you can be formed before you even have a chance to make any corrections to your attitude or behavior. This is a serious consequence during the job search, and a consequence we want to do without.

Dr. Blumenthal will teach you how to present yourself in your resume, on the interview, and subsequent follow ups, including the job offer. She will teach you what goes on behind the scenes regarding attitudes and behaviors so that you have more leverage on your side. The end result is a positive consequence increasing the likelihood of job interviews and a job offer.
Monday, March 30, 2015

9:00 AM- Beyond the Elevator Speech: Understanding the Power of Networking; presented by Melanie Sinche. While some academic researchers consider networking a superficial endeavor, reserved perhaps for business or commercial transactions, the truth of the matter is that PhDs from all scientific disciplines, in all occupations, and in a variety of work settings, engage in networking every day. Networking is essentially the act of building relationships, as scientists do when initiating collaborations, sharing research findings, or making introductions at local meetings or national conferences. To assist researchers in building networking skills, this seminar will address effective networking strategies, define informational interviewing, and provide guided instruction on how to conduct informational interviews successfully.

9:00 AM- I Said What?!?!?!; presented by Judy Blumenthal. Much attention, time and money are spent on polishing our interview behaviors. But when it comes to the real thing, we frequently find ourselves saying afterwards, "I can't believe I said that or did this."

Dr. Blumenthal will teach you how to identify "triggers", antecedents to behaviors that cause us to say things or behave in ways we wish we didn't. She will teach you how to identify triggers before they happen and increase your chance of demonstrating the right behaviors for winning the interview.


10:30 AM- Goal Setting, Prioritizing, Time & Stress Management; presented by Howard Adams. Most students have dreams and aspirations regarding academic, career and life ambitions. However, too often many fall short of realizing their dreams for lack of established goals and prioritized action steps. So they are left with questions such as these: 1) what am I going to do with the rest of my life? 2) What are my academic/career goals and objectives? and 3) How do I use my time wisely to get from where I am now to where I want to be in the future? This seminar is designed to answer these questions in the context of goal setting, prioritizing, time, and stress management. Key topics: Decoding the Goals Setting Process, Prioritizing to Determine what is Important, Translating Goals into Time Based Action Steps, Time Management and Avoiding Procrastination, Handling Stress and Anxiety.

10:30 AM- Developing Your Core Message/ "Elevator Pitch"; presented by John Lombardo. Your core message statement is a brief spoken statement (30-second mini-abstract) about you that lets people know who you are as a professional, what you do well, and what you expect to contribute. It is a well-prepared answer to the question, "Tell me a little bit about yourself." A positive core message statement will enhance your professional presence and stature, boost self-confidence, and reduce anxiety. It helps you establish your identity as a professional scientist, and it helps open doors for connection, collaboration, and employment. This seminar will provide guidance in a safe place to develop and practice your statement.

10:30 AM- Identifying Your Options using ScienceCareers.org, Linked In & More; presented by Andrew Green. This presentation is designed to provide you with strategies and resources for beginning to think about what kinds of professional options outside of academia might be a good match for your skills and interests, and how to gain access to additional information about those career possibilities that will help clarify which options warrant further interest and investigation.
All seminars and workshops will be held in the FASEB Career Center located in Hall B of the Boston Convention & Exhibition Center.

11:00 AM- Negotiation Strategies for Scientists; presented by Debra Behrens. This session introduces effective methods of negotiating with potential employers. Topics: The basic elements of successful negotiation, contexts of gender and culture, avoiding common pitfalls, leveraging your strengths, handling multiple offers, and closing the deal.

1:00 PM- Striving for EXCELLENCE; presented by Howard Adams. Planning for career/life success is a process – a mode of striving to excel at any and all endeavors one undertakes. It is an ongoing process of planning, reviewing, refining, adjusting and/or changing goals, strategies and tactics to realize planned outcomes - achievement, success, recognition, power, etc.

Prerequisite for Academic/Career/Life Success is designed to guide participants through a process of examining academic/career/personal life goal planning framed around personal achievement visioning. Participants will explore the language, philosophy, and critical strategies applicable to excelling in one's academic plans, career plans, professional plans, personal plans, and life plans.

Key topics: Establishing a Mind-set for Excellence, Excellence in Action, Managing relationships, Meeting the Excellence Challenge, taking Charge of One's Own Destiny.

1:00 PM- Networking: Is it Only Who You Know?: presented by Judy Blumenthal. Networking is a crucial dimension of a job offer; from developing a resume to interviewing to the job offer. Where do I begin? What do I take for granted? How do I communicate the right behaviors for the job? And to whom? How much of the employer's business do I really have to know? To be at the right place at the right time, sometimes it takes just one person. But who is this person?

In this seminar, you will learn how to move in the right direction and identify and approach the right people to help you obtain a job offer. You will learn essential behaviors that promote your case and that can be used quite favorably.

1:00 PM- Ten Ways to Get Lucky in the Job Search; presented by Phil Clifford & John Lombardo. Although it is important to have a plan for your career progression, it is just as important to take advantage of unexpected events along the way. This seminar will suggest specific ways to foster chance occurrences that may influence your job search. We will examine ten practical suggestions to prepare you to make happenstance work positively for you.

1:00 PM- Building Your Skills, Networking & Informational Interviews; presented by Andrew Green. You’ve begun to identify some potential new career paths, but how do you build on these sparks of interest, learn more about the day-to-day content of a given field, and find individuals working in that career who can answer your questions and help you build a network in your emergent profession. This presentation will discuss how to utilize LinkedIn, professional associations, and other networking opportunities to increase your knowledge base and create opportunities for informational interviews.
2:15 PM- Translating Your Credentials on Paper (CV=>Resume) and in Person; presented by Andrew Green. Now that you've completed the exploration phase, and honed in on your new professional areas of interest, how do you present yourself on paper and in-person as a compelling, credible candidate. This presentation focuses on how to transform your academic CV into an effective resume, as well as, how to write a strong cover letter and prepare for future interviews.

2:30 PM- Job Hunting in Biotech Part 2: Interviewing for Scientist Positions; presented by Bill Lindstaedt. See description under Sunday’s listing.

2:30 PM- Job Talk/Chalk Talk: Making the Grade; presented by Debra Behrens. See description under Sunday’s listing.

3:00 PM- Handshakes, Eye Contact, Small Talk: How to Successfully Network at a Conference; presented by Naledi Saul. In this interactive session, we'll learn how to initiate, organize and maintain your network to promote your academic and professional success. You will practice starting conversations about your professional interests and goals, and we will discuss professional etiquette and strategies to network. You will also sketch your own networking plan for a conference.

4:00 PM- Attitudes & Behaviors: How are you Perceived?; presented by Judy Blumenthal. See description under Sunday's listing.

4:00 PM- Job Hunting in Biotech Part 3: Compensation Negotiation for Scientist Position; presented by Bill Lindstaedt. See description under Sunday's listing.
Tuesday, March 31, 2015

9:00 AM- Talking About Yourself: How to Interview Well; presented by Naledi Saul. See description under Sunday's listing.

9:30 AM- Developing Your Core Message/ "Elevator Pitch"; presented by John Lombardo. See description under Monday's listing.

9:30 AM- Negotiation Strategies for Scientists; presented by Debra Behrens. See description under Monday's listing.

11:00 AM- Making the Case for Graduate School; presented by Howard Adams. Advanced degree level training has emerged as a key requirement for garnering positions of leadership in academia, government, and industry and for careering in today's workplace. Beyond this, an advanced degree signal scholarship, maturity, and the capacity to do rigorous work; all attributes that can provide an edge in the workplace. This seminar explores graduate education in the context of: 1) a career enhancement strategy; 2) graduate study opportunities/options; 3) how-to negotiate the graduate school admission and financial aid process, and 4) placing graduate studies in one’s overall academic/career/life plans. Key topics: Making the Case for Graduate School, The Application/Admissions Process, funding for Graduate Work, and Putting the Pieces Together for a Smart Application.

11:00 AM- Successful Behaviors for Winning an Interview; presented by Judy Blumenthal. Eye contacts, arriving on time- these are given behaviors for any interview of any type and everyone knows them. The successful behaviors for winning an interview are those that categorize you as a high risk or low risk for the next recruitment step.

In this seminar, you will learn what behaviors are important to exhibit on an interview, and how employers evaluate these behaviors to determine whether or not you are a low risk and move you on to the next recruitment step, or a high risk and don't.

1:00 PM- Creating Effective CV's, Cover Letters, Research and Teaching Statements; presented by Andrew Green. See description on Sunday's listing

1:00 PM- Job Search in Academia & Industry: Timelines and Effective Strategies; presented by Debra Behrens. See description on Sunday's listing

1:00 PM- Job Hunting in Biotech Part 1: Finding & Applying for Scientist Positions; presented by Bill Lindstaedt. See description on Sunday's listing
All seminars and workshops will be held in the FASEB Career Center located in Hall B of the Boston Convention & Exhibition Center.

1:30 PM-Making the Connection: The Relationship between the Resume, the Interview and the Job; presented by Judy Blumenthal. The bottom line for any employer is, how will this individual behave on the job? This question is used in writing the job description and throughout the recruitment process. It is therefore imperative that applicants exhibit the right behaviors from the beginning: in writing (on their resume) to the interview (whether by phone, audio visual, or in person), to the final job offer.

In this seminar, you will learn what the essential behaviors are that must be communicated from the very beginning of your job search (the resume) to accepting the job.

2:30 PM-Navigating the Protocol, Milestones & Graduate Degree Requirements; presented by Howard Adams. Success in graduate school starts with goal setting and the formation of an action plan to achieve desired results — obtaining the degree sought. The graduate study plan should delineate 1) what is to be accomplished in terms of expectations, degree requirements, and program milestones; 2) action steps that establish priorities for tasks to be completed; 3) process for implementing action steps; and 4) timeframe for meeting program requirements and milestones. Session participants will be guided through exercises and provided with templates for developing a graduate program plan. Session topics: Planning in the context of the Graduate School Process, Establishing Realistic Program Goals, Objectives, and Milestones, the Planning Process-Writing and Implementing a Graduate Degree Plan, and Charting Milestones to Monitor Progress and Refine Actions Steps.

2:30 PM- Handshakes, Eye Contact, Small Talk: How to Successfully Network at a Conference; presented by Naledi Saul. See description under Monday’s listing.

3:00 PM- But I Have No Skills! presented by John Lombardo. See description under Sunday’s listing.
**Wednesday, April 1, 2015**

9:00 AM- Developing & Writing the Doctoral Dissertation Proposal; presented by Howard Adams. This seminar is focused on examining techniques and strategies for developing and writing a doctoral dissertation proposal. It is structured to walk participants through a step-by-step process for understanding the multi-dimensional competencies and skills required to do doctoral research. The session is designed to be interactive as participants are guided through an examination of specific components of a dissertation proposal. These include: 1) the problem statement; 2) making the case for a specific research area; 3) literature review; 4) research design and methodology; 5) framing expected outcomes and their significance; and 6) writing and defending the dissertation proposal. Session topics: Examining the Terminology and Philosophy of the Dissertation Proposal, Components of a Dissertation Proposal, and Putting the Pieces together for the Proposal Defense.

9:00AM- Networking: Is It Only Who You Know? presented by Judy Blumenthal. See description on Monday’s listing.

9:00 AM- Job Hunting in Biotech Part 2: Interviewing for Scientist Position; presented by Bill Lindstaedt. See description on Sunday’s listing.

9:00 AM- Transforming Your CV; presented by Naledi Saul. See description on Sunday’s listing.

10:30 AM- Job Talk/Chalk Talk: Making the Grade; presented by Debra Behrens. See description under Sunday’s listing.

10:30 AM- Ten Ways to Get Lucky in the Job Search; presented by John Lombardo & Phil Clifford. See description on Monday’s listing.

11:00 AM- Attitudes & Behaviors: How are you Perceived? presented by Judy Blumenthal. See description on Sunday’s listing.

11:00 AM- Translating Your Credentials on Paper (CV=>Resume) and in Person; presented by Andrew Green. See description on Monday’s listing.

1:00 PM- Job Hunting in Biotech Part 3: Compensation Negotiation for Scientist Positions; presented by Bill Lindstaedt. See description on Sunday’s listing.

1:00 PM- Nailing the Job Talk & Interview Prep, presented by Andrew Green. See description under Sunday’s listing.

1:00 PM- Your Behavior CV; presented by Judy Blumenthal. See description under Sunday’s listing.

1:00 PM- Global Interview Skills: A Practice Workshop for International Candidates; presented by Debra Behrens. See description in Sunday’s listing.