

Hello Industry!

Duration:	2 days
Course type:	20% theory, 80% practical work
Trainer:	David Giltner
Number of participants:	Max. 12



How to hit the ground running in your private sector career: Knowing what you sign up for, making a successful transition and having a great start in the private sector.

So, you've decided to head out into the private sector to 'turn science into things people need.' Excellent

choice! While the private sector is a very exciting and dynamic environment that is full of rewarding career options for scientists, it is also very different than the career path we were trained for. You will need to develop new work habits and learn some new tools to be successful. This course will give you a head start.

How is industry different than academia?

- There are four major differences – Do you know what they are?
- Five critical habits that scientists who are successful in industry learn quickly

Finance – The Language of Business

- How does money flow around products and companies?
- How does a company decide if they should pursue a new product?

<p>Projects in Industry</p> <ul style="list-style-type: none"> - Critical elements of an industry project - Terminology you should know before you get your first job 	<p>Telling Better Stories with the Same Facts</p> <ul style="list-style-type: none"> - How to talk about your research experience in a way that is relevant to the private sector - Five important elements to put in your stories to impress a hiring manager
<p>Working with Sales</p> <ul style="list-style-type: none"> - The old model of sales vs the new model - Customer-facing roles for a scientist 	<p>Designing your Career in the Private Sector</p> <ul style="list-style-type: none"> - What jobs might a scientist do in industry? - Five steps for designing a career that fits you!
<p>How to prepare now</p> <ul style="list-style-type: none"> - Five steps you can take to prepare for industry while you are still in university - How to get your supervisor's support 	<p>Teams – Getting Help from Others</p> <ul style="list-style-type: none"> - Typical teams in industry - What you need from them - What they need from you

For larger audiences, the workshop content can be presented as an interactive talk.



David M. Giltner, Ph.D.
Author, speaker, and founder of TurningScience



Our collaborator

David has commercialized photonics technologies for optical communications, remote sensing, scientific instrumentation, and industrial combustion monitoring applications. He is from the United States and has a PhD in Physics. In 2010 he published 'Turning Science into Things People Need,' which explored the careers of 10 scientists who have built successful careers in the private sector. In 2017 he founded TurningScience to help scientists learn the non-technical skills they need to transition effectively into industry careers.

www.turningscience.com