

Workshop: Telling Better Stories with the Same Facts

How to impress an industry hiring manager with your academic experience!

Picture this: You've had your sights on a company for 3 months, researching them to learn about their market and products. Now you are sitting in a conference room, speaking to the hiring manager for a job that would be a perfect fit for you. They've read your resume, and they want to know more about you. All of a sudden, you think...

"How do I describe that very specialized research I've spent the last four years on sound interesting to someone in industry?"

If you describe your accomplishments the way the way you would at an academic conference, the interviewer is likely to get lost in the details. There is a better way. Tell stories!!

This workshop will teach you the following and more:

1. How to tell stories that about your research accomplishments that grab the interviewer's interest, even when they don't understand the science at all.
2. How to make your stories engaging and memorable
3. Five things you can tell stories about that help an industry hiring manager see that you will be a great addition to their team

Workshop Instructor:

David M. Giltner is the founder of TurningScience and the author of the books *Turning Science into Things People Need* and *It's a Game, not a Formula*. He has spent more than 20 years commercializing photonics technology and is an internationally recognized speaker and mentor for early career scientists and engineers seeking careers in industry. David has a BS and PhD in physics and holds six patents in the fields of laser spectroscopy and optical communications.



September 27, 2022

09:00 – 12:00

Spaces are limited, so register early!