

# Best Foot Forward Part 3: How to give a great job talk

## Workshop Highlights

- Learn the crucial differences between a research talk and a job talk.
- Learn how to give a talk that highlights you and not just your research.
- Get real-time feedback on how you come across to an audience.
- How to build a mental map of your talk for the audience to keep them engaged.
- How your talk can tell the audience why they should want to hire you.
- How to manage interruptions and aggressive questions.
- How to relate to your audience, read their reactions and draw them into your presentation.

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## The Workshop

Do you know the crucial difference between a job talk and a research seminar? And even if you do know the difference will your job talk be a help or a hinderance to your candidacy?

Giving a job talk is about far more than the slides you show and the data you present. Many scientists mistakenly believe that all they need to do is present stellar research results to clinch a job offer. In doing so they forget the cardinal rule of recruiting—people hire people, not research projects. How you present yourself and your information is every bit as important, and sometimes more important, than what you're presenting. If you fail to come across as collegial, responsive to questions and interested in what others in the department or company are up to you may as well not give a talk at all.

This workshop is a practical guide on how to structure and deliver a scientific job talk that shows your work and, more importantly, shows you in the best possible light. Prior to the workshop, participants will receive guidelines on how to structure and present a job talk. During the workshop each participant will have the opportunity to present a short version of a job talk to the other workshop participants and to receive real-time feedback on content, delivery and responsiveness to questions. You will learn how others see you and how you come across to an audience. You will leave the workshop with a new sense of your strengths and with a roadmap of how you can improve.

Because of the nature of this workshop there will be a limit of twelve participants per workshop.

**Target Audience:** This workshop is intended for postdoctoral scientists at all levels and will be especially useful to those who are at, or nearing, the point of seeking a new position.

## Workshop Leader



Carl M. Cohen, Ph.D., is President of Science Management Associates. Carl provides coaching, consultation and training in interpersonal, group and organizational skills to scientists and science executives in both the public and private sectors. Carl has more than 30 years of biomedical research and management expertise, including having been Chief Operating Officer of Biovest International focused on cancer immunotherapy and Vice President for Research and Development at Creative Bio-Molecules. Carl served as Chief of the Division of Cellular and Molecular Biology and Acting Chair of the Department of Biomedical Research at St. Elizabeth's Medical Center of Boston. During that same period he also held the positions of Professor of Medicine and Professor of Anatomy and Cellular Biology at Tufts University School of Medicine. Along with his wife Suzanne, L. Cohen, Ed.D., a psychologist, Carl is author of "**Lab Dynamics: Management and Leadership Skills for Scientists**" Cold Spring Harbor Laboratory Press, 3rd Ed. 2018. Carl is the founding Director of the Cold Spring Harbor Laboratory workshop on **Leadership in Bioscience**, which he has run since 2011. Carl has been trained in the Tavestock model of group and interpersonal dynamics and received his Ph.D. in Physics (Biophysics Research) from Harvard University.