



ASPO Junior Members Career Development Seminars
For Junior Faculty, Junior Researchers, and Trainees
42nd Annual Meeting – March 10-13, 2018
Roosevelt Hotel, New York, NY

Session 1 - Negotiation: Strategies and Best Practices

Sunday March 11, 2018, 1:00pm – 2:15pm

Co-Chairs: Alexandra White, PhD, NIEHS, and

Alicia Best, PhD, MPH, University of South Florida

Negotiation, especially for your first faculty/industry position post-terminal degree, can be crucial as it establishes your baseline career trajectory. Knowing how to negotiate can be challenging, as it requires skills that are not formally taught; yet effective negotiation can have a significant impact when starting a new position. This interactive session will include a mock session on negotiation for participants to practice negotiating tactics and will draw on the experience of a panel of professionals to discuss their personal experience and perspectives on the best strategies and practices to bring with you when negotiating. Panel participants will be from a range of career levels, so that they can share experience from both sides of the negotiation table. Participants will also have the opportunity to ask the panel questions about specific negotiation situations. The session will conclude with a summary of the discussion with practical advice and available resources to inform your negotiation strategies.

Session 2 - Industry vs. Academia: Making a Decision for the Next Step in your Career

Sunday March 11, 2018 2:30 – 3:45pm

Co-Chairs: Heather J. Leach, PhD, Colorado State University and

Adriana M. Coletta, PhD, RD, UT M.D. Anderson Cancer Center

Have you ever asked yourself (or your mentors) if you would be better off pursuing a career in academia or industry? If so, you are not alone! Trying to determine which career path best suits your career goals and skills is a frequently discussed topic among graduate students, postdoctoral fellows, and early career scientists. Research careers can take form in undergraduate or graduate academic institutions, medical schools and research institutions, or industry. Evaluating and choosing an option can be difficult, and with increasingly limited availability of positions and funding, this is more critical than ever before. This session will include self-directed and interactive learning. First, participants will engage in an icebreaker activity related to 'busting' commonly perceived myths of working in academia and industry. Next, a panel of speakers from academic institutions, medical schools, and industry will provide brief introductions and descriptions of their research environment. Participants will then complete an individual activity for self-reflection on personal strengths, and career goals and preferences in order to prompt ideas for topics/questions to discuss with the speakers. Participants will then be divided into three groups and partake in round table discussions with panelists from each career setting, who will share their experiences within their respective institutions, their decision making process for selecting that environment, and practical advice on how to succeed within the constraints of their environment. The session will conclude with a collective panel discussion for final thoughts and questions.