

Trainer



**David M. Giltner**  
TurningScience, LLC

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 Turning-Science to help scientists learn the non-technical skills they need to transition effectively into industry careers.

[www.turningscience.com](http://www.turningscience.com)

## Hello Industry!

### Objective

The course will enable you to:

1. Know what you'll sign up for when entering an industry career
2. Know about the success factors in such a career
3. Know how to successfully start an industry career (get to know employers, score a job, work effectively in your job)
4. Find out whether an industry career is a good option for you

### Description

The lecture portions of the course are focused on conveying information about the industry working environment that is typically not well known to people working in an academic research environment - information about how companies operate and habits that bring success in this very different environment. These principles are supported with many stories from more than two decades of experience the trainer has gathered over his own career. Furthermore, we want to enable participants to take a critical view on their contact points with industry.

Most of us who complete a PhD in a science discipline will end up working outside of academia. This workshop helps you with these questions and many more about the exciting world that awaits scientists in the private sector!

- Are you wondering what working in the private sector is really like?
- How do you find these jobs?
- Do you feel confident that you can impress an industry hiring manager when you describe the very specialized research project you just spent years pursuing?
- And what kinds of jobs can a scientist get in a company anyway?

Course Content:

- How is industry different than academia?
- Can a scientist find a rewarding career in industry?
- Designing your career in the private sector
- Telling better stories with the same facts

### Methodology

We aim to bring together the skills and experiences the trainer has gathered in academic and industrial settings. We'll use the following methods: Presentation phases with stories to illustrate key points, interactive discussions, worksheets for self-reflection, case studies from the trainer as well as from the participants, and individual or small group work (exercises).

### Organizational Information

|              |  |
|--------------|--|
| Language     | English  |
| Target group | Advanced Doctoral Candidates and Postdocs from all faculties |
| Date         | Thursday-Friday, 14-15 January 2021, 14:00 – 18:00           |
| Registration | <a href="#">For registration click here</a>                  |