Making Your Contacts Count

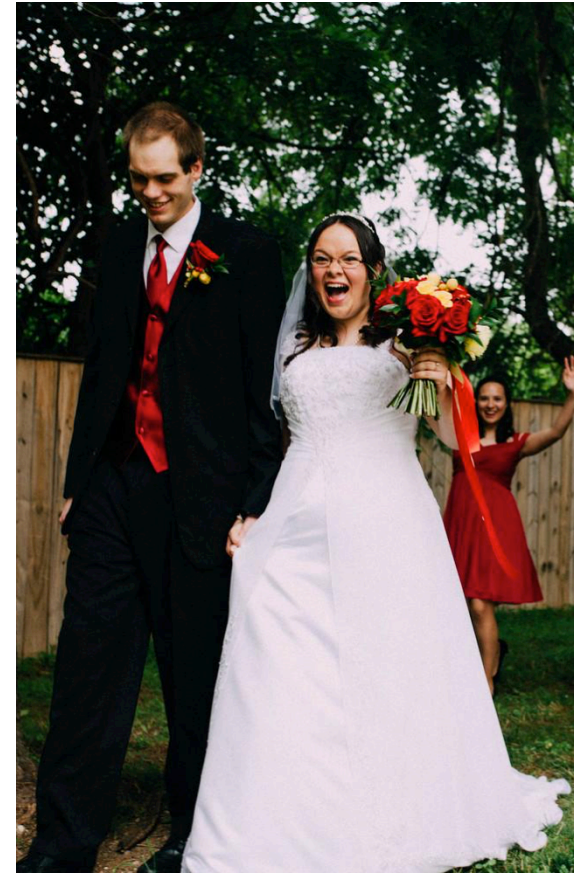## *11/4/15*

Emily Brown (CS '14)

Cyber Systems Engineer

Emily.brown@jhuapl.edu

JOHNS HOPKINS
APPLIED PHYSICS LABORATORY
Asymmetric Operations

About Me

- **Graduated UMBC in 2014 (twice)**
  - ➢ **BS in CS May 2014**
  - ➢ **MS in CS Dec. 2014**

- **Oldest of nine siblings, recently married**
- **Work Experience**
  - ➢ **Internships (NASA, Booz Allen Hamilton, DoD, APL, Sourcefire)**
  - ➢ **Interviews (Lockheed, Northrop, Boeing, Microsoft, Google)**
  - ➢ **Now a Cyber Systems Engineer at APL**

- **Interests**

  - Data Science for Cyber
  - Machine Learning
  - CS Education for K-12 girls

  - Shakespeare
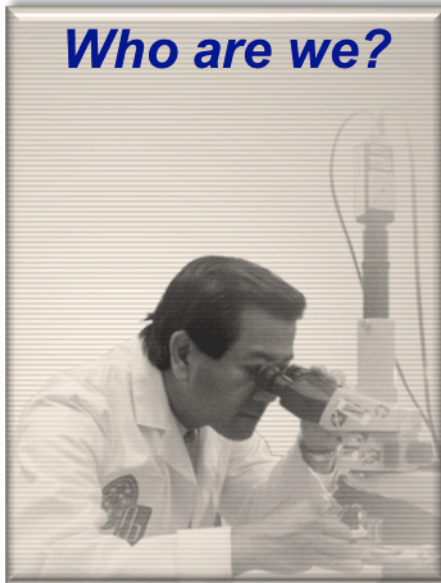 - Ballroom Dance
  - Reading
  - Basketball

About APL

What are we?	Who are we?	Who are our sponsors?	What is our core purpose?

- **Division of Johns Hopkins University**
- **University Affiliated Research Center**

- **Technically skilled and operationally oriented**
- **Objective and independent**

- **DoD**
- **NASA**
- **DHS**
- **IC**

- **Critical contributions to critical challenges**

Laboratory Statistics:
- **Employees: ~5,000 staff**
- **Revenues: ~$1.2B**

Asymmetric Operations APL

Strategic Relationship with DoD
University Affiliated Research Center (UARC)

- **Comprehensive knowledge of sponsor requirements**

- **Broad access to sensitive and proprietary information**

- **Independence, objectivity, and freedom from real and perceived conflicts of interest**

- **Current operational experience and responsiveness to evolving needs**

- **Quick-reaction capability**

- **Maintenance of DoD-defined core competencies**
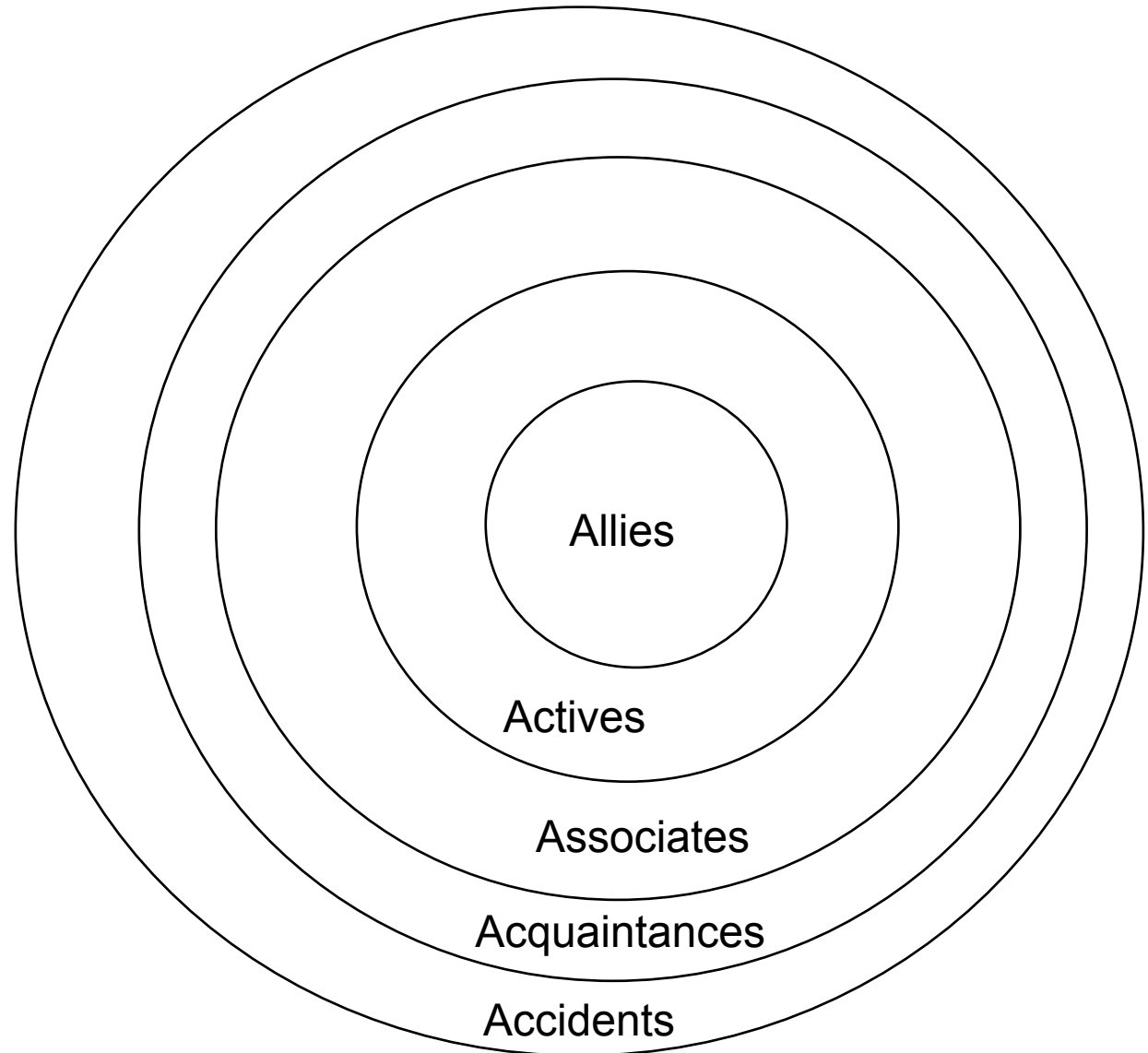
Asymmetric Operations APL

So, what is networking?

- Networking is building multi-layered relationships with multiple people. It isn't always in a professional context, and it isn't always "talking and taking".

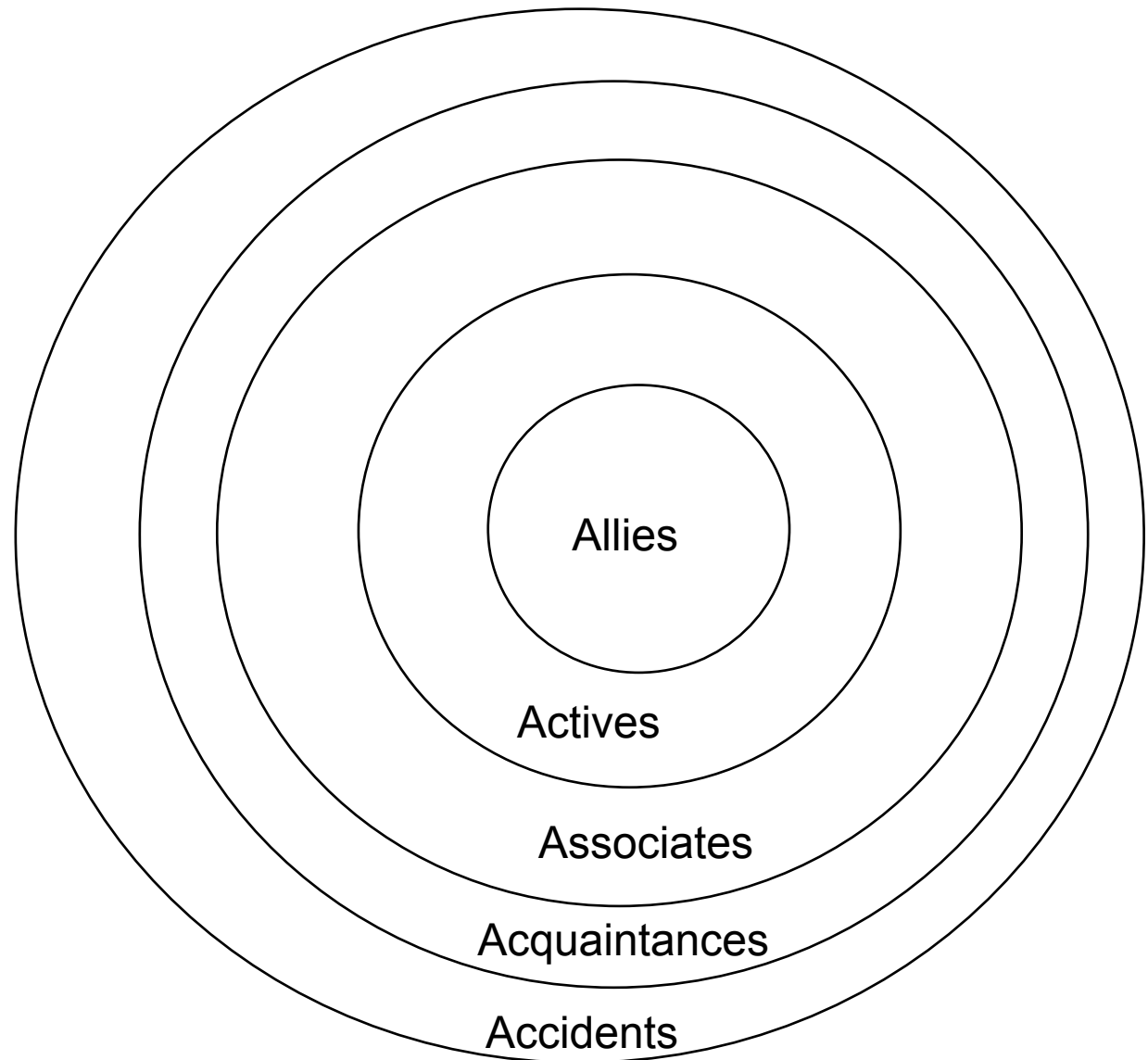- Networking is built on commonality and need

Asymmetric Operations APL

Each Person you know fits into one of these six stages.

How you interact with people when you meet determines which stage they will fall into.

Allies

Actives

Associates

Acquaintances

Accidents

Asymmetric Operations APL

Think of five people you want to connect with. Where do they currently fall in your circle of relationships? And what circle do you want to move them into?

Allies

Actives

Associates

Acquaintances

Accidents

Asymmetric Operations

The Three Key Moments

1. **Learning Names**
   - ➤ **Hi, I'm Emily Brown, spelled just like the color.**
   - ➤ **Or with my maiden name – Emily Scheerer –you have a thin material, that's sheer, I'm more sheer. Scheerer. ☺**

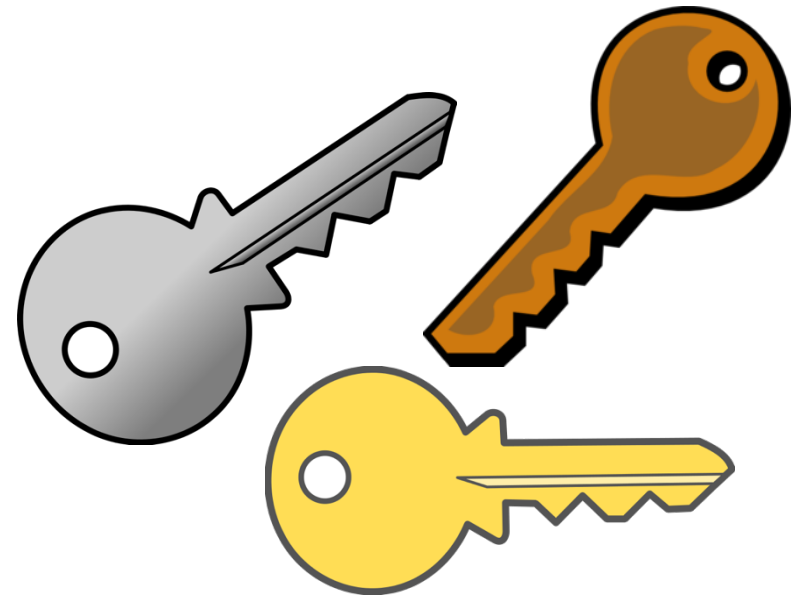2. **Answering "What do you do?" (or "What are your interests?")**
   - ➤ **I'm a Cyber Systems Engineer. What that means is mostly that I write code, but also that I think about the big picture – how does this work together, what analysis can we do to test the success of this system. (this answer is customizable!)**
   - ➤ **I'm interested in machine learning and data science as applied to cyber analytics – how can we improve our reaction time to threats?**

3. **After the Intro: Answering "How are you?" or "What's new"?**
   - ➤ **Give AND Get**
   - ➤ **Stories I default to – how I met my husband (ballroom dancing) what I care about outside work (STEM education for young women)**

Activity/Reflection

- "Knowing what to do and say in the 3 key moments gives you the confidence to make great connections" – Baber & Waymon (authors of the book, Strategic Connections)

- Now that you know the three key moments, write down what you would say for those three key moments. In a minute, I'll ask you to introduce yourselves to each other using your practiced speech:
  - ➢ Name
  - ➢ What you do/What are your interests
  - ➢ After the Intro

Asymmetric Operations

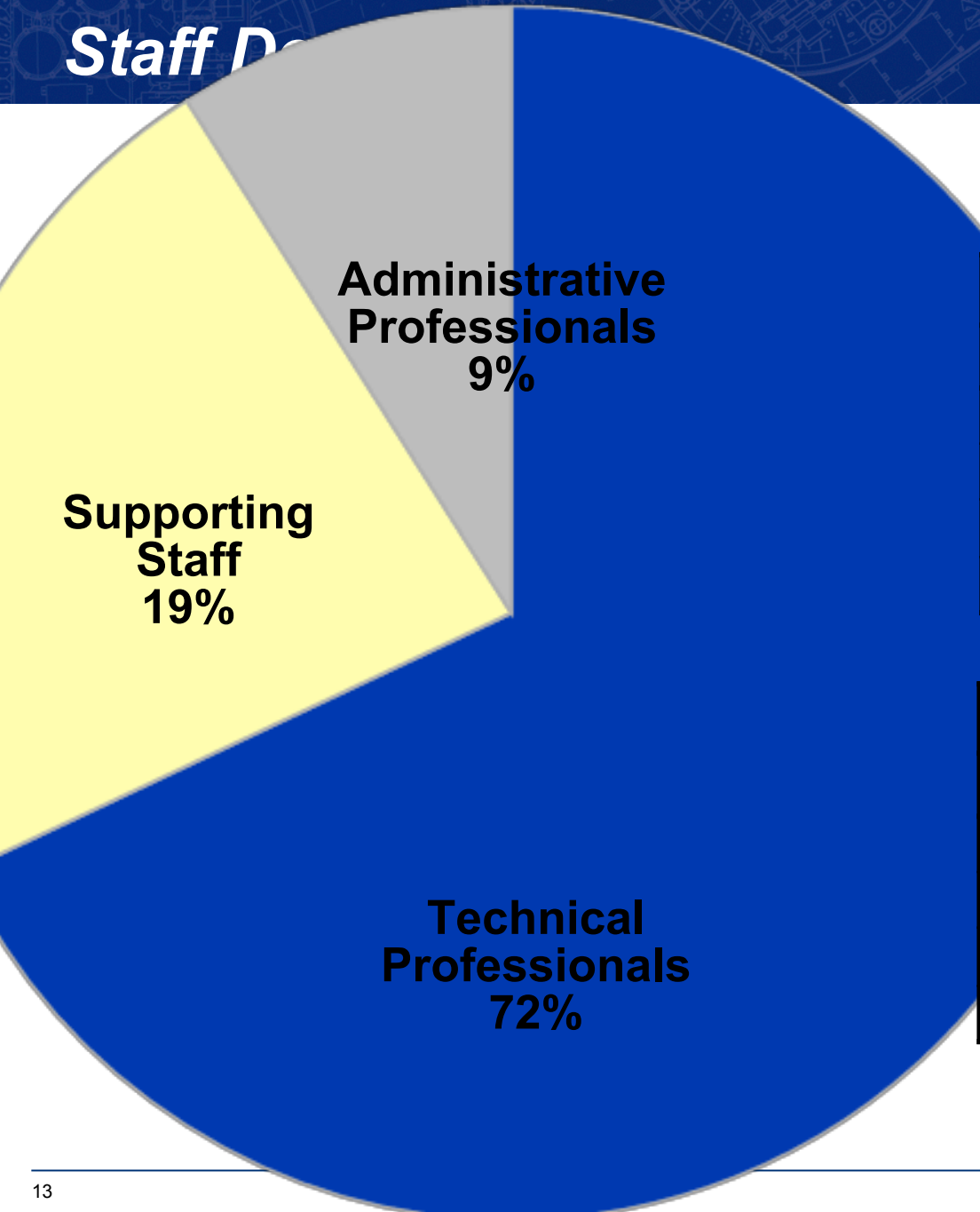# Personal Stories of Successful Networking

Questions?

Please Sign-Up for APL's College SWE Tour Day on Nov. 23rd! The Visit will include a panel of APL staff who can answer your questions about APL, a lunch with info on internships and jobs with us, and a number of interesting tours, including a biomechanics lab, a space satellite testing lab, a cyber defenses lab, our Maker Space, and more!

Asymmetric Operations

Asymmetric Operations

Staff distribution pie chart:
- Technical Professionals 72%
- Supporting Staff 19%
- Administrative Professionals 9%

Technical Professionals	
Degree Level	
19%	Doctorate
53%	Master
22%	Bachelor
6%	None

Technical Professionals	
Degree Field	
46%	Engineering
25%	Math, computer science
23%	Physics, chemistry, other
6%	None

Asymmetric Operations APL

Core Competencies

Strategic Systems Test and Evaluation

Submarine Security and Survivability

Space Science and Engineering

Combat Systems and Guided Missiles

Theater Air Defense and Power Projection

Information Technology (C4ISR/IO)

Simulation, Modeling,

and Operations Analysis

Mission-Related

Asymmetric Operations