

How to Use Emotional Intelligence for Self Awareness and to Influence Others

Juliet Hart
Rutgers iJobs Program

October 18, 2017

Workshop Takeaways

Problems/Risks from your PI's perspective

- Decrease in Productivity
- Honesty (Not understanding why you would want to switch from academia into industry)
- Financial: PI's grants/funds and personal productivity (pay?)
- Changing the culture of the lab in your absence
- Loss of expertise

Benefits for your PI

- Bringing new skills to the lab
- Obtaining new potential collaborations
- Potentially find new sources of funding/or sharing of resources
- Increasing reputation
- Promoting work

Emotions

You (feel)

- Nervous
- Excited
- Defensive
- Stressed
- Uncomfortable
- Angry
- Apathetic
- Remorseful
- Anxious

PI (feels)

- Shocked
- Frustrated
- Disappointed
- Betrayed
- Confused
- Condescension? (Is this more about how you feel the PI acts towards you? Do you feel patronized?)
- Concerned

Solutions addressing your PI's concerns

- Look for ways to mutually benefit one another
- Present plan to address the problems/risks
- Facilitate a conversation between PI and Industry to get additional buy-in
- Get to agreements -> on the timeline of work
- Train others/students to fill in during your absence
- Discuss your concerns and emotions

Alternatives if you still get a no:

- Give the PI time/space to reconsider
- Ask for alternative professional development resources
- If you started early in asking, try again at later time, situations may change

THANK YOU!

Any questions? Reach out...

Juliet Hart

julietchinhart@gmail.com

www.linkedin.com/in/juliethart/