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

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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...

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