



# 4C'S FOR INTERVIEWEES – CONNECT, COMMUNICATE, AND CULTIVATE + COMPASSION!

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# STEPS FOR SUCCESS IN INTERVIEWS (+ CAREERS + LIFE)

1. Prepare
2. Let go
3. Listen
4. Connect
5. Communicate
6. Cultivate
7. Compassion

# PREPARE

- Research
  - Company Website
  - LinkedIn for company and interviewers
- Pipeline, history, investors, stock, competitors, news articles
  - FierceBiotech, Business Times, etc
- Questions
  - You will be judged on the questions you ask, so be thoughtful
- Ensure exceptional self care
  - Eat, sleep, move, meditate
  - Shawn Achor: Happiness comes before success

# LET GO + LISTEN

- Take deep breaths and stay in present moment
- Arrive 15 minutes early
- Be completely present with each interviewer
- Take notes!



How can we connect if we're  
all staring at our phones?

# CONNECT – REBOOT 1

- Love 2.0 – the micro-moment of warmth and connection that you share with another human being
- *Love grows best when you are attuned to the present moment.....Sadly, when you are more attuned to technology, to-do lists, and mass media than to the unique and wondrous individuals in your day, you miss out. – Barbara Frederickson*
- We need to exit our “cocoon of self absorption”

Brian Johnson's Philosopher's Notes – based on the book *Love 2.0* by Barbara Frederickson PhD

# CONNECT – REBOOT 2

- Recall how energizing and rewarding it can be to really connect with somebody, sharing a flow of thoughts and feelings with ease. – BF
  - Create the micro-moments!
  - For me: dog walks, elevator rides, baseball games
- We know that gratitude for our blessings boosts our happiness
  - When we celebrate other's success, we infinitely expand our capacity to be loving and grateful

Brian Johnson's Philosopher's Notes – based on the book *Love 2.0* by Barbara Frederickson PhD



# CONNECT PRO – PART 1

- Research shows that becoming a master at your craft helps you build connections – because you're the expert 😊
- Having expertise to share enables you to connect with interesting people
- Who you know matters

Adam Grant Podcast -- Networking for People Who Hate Networking



# CONNECT PRO – PART 2

- You will be more successful getting back in touch with dormant ties
  - They will have interesting ideas to share
  - They've been making new connections + learning new things

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# CONNECT PRO – PART 3

- Concentrate on building real connections
- Ideal firm:
  - Consider choosing a place where you can make the greatest impact
  - Versus the most prestigious firm
- Focus on relationships over transactions

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# CONNECTING TO OPPORTUNITIES

## You find them ~

- Leaders in your field
- Relevant research
- Conferences
- In the news – IPO, spin-off, new office space
- Job postings

## ~ They find you

- LinkedIn profile
- Posters, presentations, publications
- Internal hiring managers
- External recruiters
- Personal website
- Posting CV online

# COMMUNICATE

- Face to Face
- Handwritten note
- Facetime + skype
- Phone call
- Email
- Text + Snapchat
- Sending information to anonymous sources

# CULTIVATE

- Kat Cole – at networking events, her conversations would focus on:
  - What's your biggest challenge?
- Figure out what you can give
  - “Give first” to create stronger connections
- Turn “assisting others” into an opportunity to build skills and demonstrate contributions
- Recruit an advocate – ask for advice (not help!)
  - Makes them feel important
  - Makes you look smart

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# REJECTION

1. Create a rejection goal
2. Celebrate rejections as wins
3. Rejection is an asset when you're going for wins
4. Keep spreadsheet of feelings and comments
5. From rejections, come acceptances 😊

from Adam Grant's podcast "Bouncing Back from Rejection" – based on comedian Emily Winter

# COMPASSION

- The way you talk to yourself matters
- Write a letter to yourself with kindness and compassion – like you would send to a friend
- Realize that you're only human and everyone makes mistakes
- This will enable you to take responsibility for improving yourself

from Adam Grant's podcast "Bouncing Back from Rejection" – based on comedian Emily Winter



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