

Program Report

PROF 1 Patents

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Patents and patent information provide many career opportunities in today's marketplace. Career opportunities include government positions as patent agents. The academic and private sectors afford careers in patent law, education, and patent research, and finally career as independent consultants will be discussed, touching any and all market sectors.

PROF 2 A chemist on the dark side

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The presenter is a PhD chemist with >15 years experience in drug discovery, who recently went over to the "dark side" of marketing & business development. He will discuss his journey from laboratory scientist to marketer, with reference to challenges faced along the way. Skills and attributes required to be successful in marketing will be addressed, including those which give the scientist an advantage over colleagues without a technical background. In summary it will become clear to the audience that the dark side is not so dark after all.

PROF 3 Career change in the Internet Age: Making the move from chemistry to information science

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Moving from the lab bench to a science information center can be a challenge for the unprepared mind. A successful career change requires a long and thoughtful preparation, strong motivation, and proper timing. The Internet and the new digital technologies have created many opportunities for chemists seeking non-traditional work experiences. Information specialists with science backgrounds are in great demand by chemical and pharmaceutical companies, special and university libraries, and scientific publishers. By looking back at a long career as a chemist, information specialist, and editor, the author discusses what it took her to make these career moves exciting, enjoyable, and successful. She shares how her interests in information science, scientific writing, digital photography, and digital video making have changed the perception of what a library and information center should be.

PROF 4 Consulting careers in the 21st century

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Consulting has long been a useful alternative career path for chemists. However, business conditions in consulting have changed. The advent of economical personal computers and telecommunications devices have lowered the barriers to consulting. So has the increased use of home offices. Employment conditions for chemists for much of the past decade have also encouraged many chemists to become consultants.

As a result, consulting has become increasingly competitive. This paper will review the most important factors determining the prospects of consulting success. While technical competence is required, business skills are increasingly important. First and foremost is the ability to sell yourself and the solutions you develop to clients. Good oral and written communication skills and teamwork skills are essential in accomplishing this.

Strategies in assessing your prospects of consulting success and strategies to begin your consulting career will be described.

PROF 5 Technical writing: Careers involving science, synonyms and structure

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Writing is a huge part of every scientist's work life - careers are made from peer-reviewed journal articles, proposals, letters of recommendation, exam questions, performance reviews, and much more. For those who enjoy writing, there are a plethora of opportunities to see your work in print - and some of them even pay! For those who write well, writing can become a career in itself.

Science/medical/technical writers and editors prepare documents of all kinds, for audiences ranging from the general public to specialized scientific organizations. An independent technical writer for more than 11 years, Lisa will talk about career opportunities ways to get started in this field, and the flexibility it offers.

PROF 6 How long is long? Periods of unemployment for ACS chemists

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The past two years have witnessed the highest recorded unemployment for chemists. Most of the unemployment resulted from job loss in traditional chemical manufacturing. We often hear that age and one's place on the career ladder are negatively correlated to finding a new job after losing employment. Using data from the ACS employment surveys over the past decade or more, the question of whether this occurs within the chemistry profession will be examined looking at survey questions about unemployment and the length of unemployment. Examining the data over time allows examination of unemployment periods during changing macro-economic periods. This presentation will examine who was unemployed and how long unemployment lasted for ACS members during the period 1990-2003. In addition, information may be gleaned as to where the new jobs are by looking at the sectors where recently unemployed chemists found new jobs.

PROF 7 Job searching successfully in a slow economy

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The employment outlook for professional chemists is at a record high but opportunities exist for those who are prepared. The best advice to conducting a job search in a slow market is the same as in a good market: Know yourself--your skills, abilities, and values; research where you want to work; and network, network, network!

PROF 8 Reinventing yourself – remaking a professional persona

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Every chemist builds a professional personality during her or his career. This often is constructed through the different talent the person has and roles the person is in. In the past, most careers involved a linear construction of a rather large edifice. This was because throughout a career the average person worked for very few employers and often for only one. This resulted in a continuous building on to a basic structure.

With the new job market and employment situation, this sort of persona often cannot last. If a person has to change employers, or even career areas, then the old persona has to be rebuilt in order to fit into

the new opportunities. There are no jobs exactly like the one that the person has had.

When the change is abrupt, a person often has not assessed her or his skills and talents. These are psychologically all bundled into the role that the person was playing in that position, senior scientist, local expert on a particular technology or field, supervisor, managers, and other roles. These do not define the skills and talents the person has. They are built upon those skills and talents. The person must detach those and define the skills and talents.

This involves listing all talents and capabilities and then evaluating each in terms of potential. Past scales of importance have to be avoided unless there are opportunities where those talents are key. One must look at the potential new positions and ask the questions of what go into them and what are the potential hiring people looking for? Once the skills and talents are defined, the person can look at what opportunities are really there.

The rebuilding process does not end with finding a new position. The successful transition also involves rebuilding one's self to fit the new position and the culture of the new organization or company. Sticking with interpersonal styles or habits gained from a previous employer makes one stand out, but usually in a negative way. (This same situation often occurs after a merger or acquisition where one company's culture is thrust upon another.)

[PROF 9 Changing strategies during a long job hunt](#)

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Lack of results – employment interviews and job offers – during a long job hunt indicate a change in job search strategies is needed. This paper will examine how to decide if your job search has reached the point when you need to change your job search strategy and examine several strategies that have proven effective for industrial chemists in successfully concluding long job hunts. In addition, strategies to stay professionally involved and even earn a modest income while job hunting will be discussed.

[PROF 10 Success stories of chemists—some over 50, some laid off from or tired of industry, some losing temporary grants—who found security, benefits and challenging jobs](#)

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It takes a certain maturity to realize the benefits of teaching chemistry in secondary schools. Fortunately, it is not necessary to take education courses in advance to start as a full-salaried science teacher. How chemists with BA, MA, or Ph.D. degrees have found satisfaction in fulfilling the ongoing need for pre-college science teachers will be described. Neither youth, nor age, nor a foreign education has kept chemists from thriving and surviving as they took charge of, and changed lives of high school students. Several also did research with their charges. And the long vacations are a bonus. Some candidates came from Valerie Kuck and Bill Suits' "Careers in Transitions" workshop.

[PROF 11 What are transferable skills: How can I get them?](#)

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There are a lot of well-qualified chemists out there looking for jobs. How can you stand out from the competition? If you're a mid-career chemist, how can you compete with new graduates?

Letting employers know your transferable skills is the answer. Transferable skills enable you to more effectively use your chemistry skills to generate useful results for your employer. Transferable skills

remain readily applicable when you change job assignments, change employers or even pursue an alternative career.

The most common transferable skills are:

- * the ability to continuous learn and keep up to date
- * written and oral communication
- * innovation and design
- * problem solving and critical thinking skills
- * teamwork and cooperation
- * investigative and research skills

Each of these skills will be defined and their importance in chemistry careers reviewed. Often it is your transferable skills that will determine if you advance in your career.

How students and working chemists can acquire these skills or improve the skills they have will be discussed.
