

Know Path

Content Areas

Career Development

Audience

Grad & Postdoc

Modules

5 Total

**Instructional
Time**

30 Hours Total

Format

Video Lectures | Self-Paced Activities |
Facilitated Workshops | Case Event

Availability

Online | Facilitated Workshops

What

- Know Path is a 30 hour career development program for postdocs & grad students

How

- A mix of self-directed online learning, two workshops, & a case study event

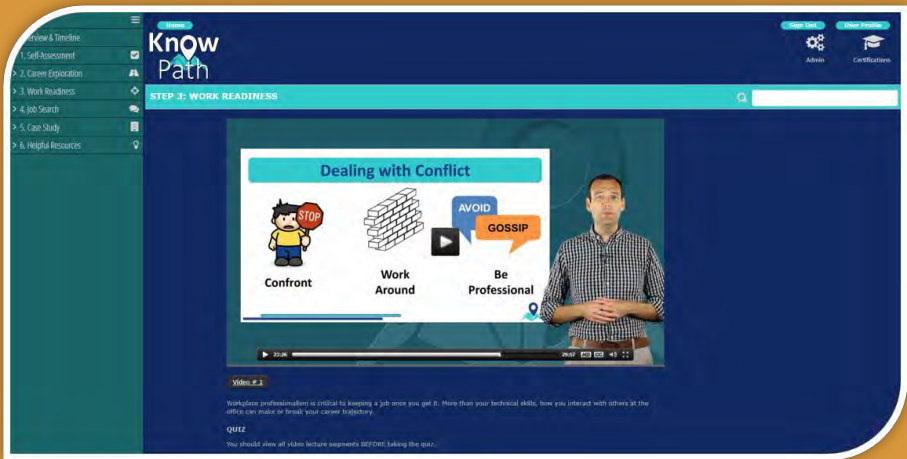
Why

- Participants walk away with clarified career direction, key assets for job search, & soft skill development

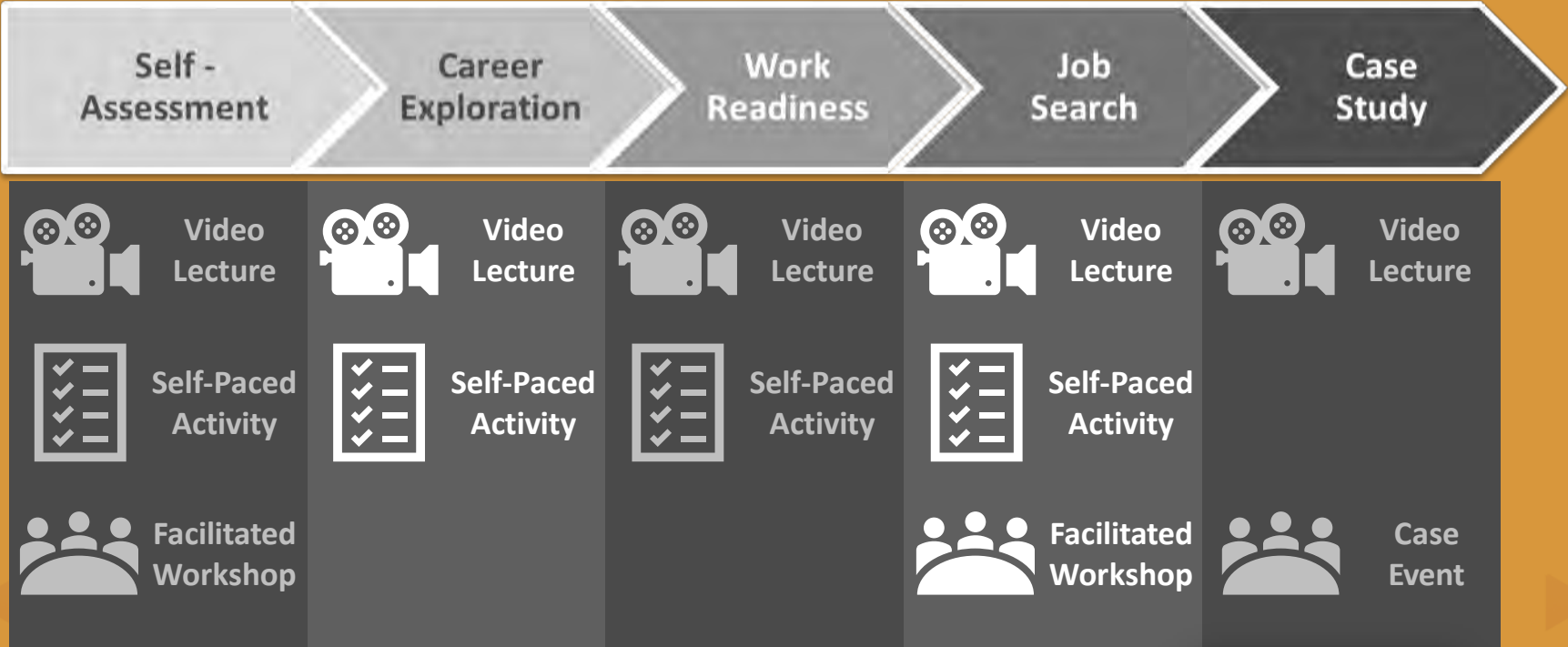
Easy to Use

Program in a Box

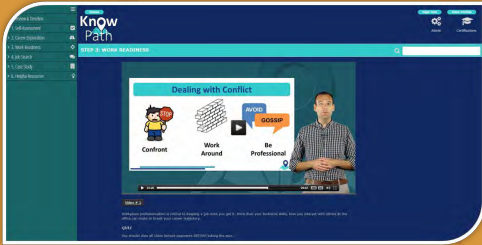
We Do Content	You Do Logistics
Custom Know Path Folders	ID Case Partner/Judges
Self-Paced Video Content	Facilitation/Physical Space
Self-Paced Activities	Paid Assessments (Optional)
Workshop Slides/Guides	
Communication Materials	
Case Study Development	
Free 3 rd Party Assessments	
Participant Feedback	
Train the Trainer	



Process Details



Online Platform with Quizzes



Facilitator-Ready Slides, Templates, & Tools





Self-Assessment

- **:20 minute video lecture**
 - Why self-assess?
 - Common assessment tools
- **Self-administered instruments***
 - MBTI
 - StrengthsFinder
 - VIA Character Survey
 - Work Values Test
 - ONET Interest Profiler
- **:90 minute workshop**
 - Workshop facilitation slides
 - Assessment debrief
 - Know Path folder distribution



* Materials may be an additional fee. Acceleron Learning has access to qualified MBTI and StrengthsFinder facilitators, as desired.

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Career Exploration



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- :20 minute video lecture
 - Career/Industry intersections
 - The “Blender” approach
 - Credibility & lifestyle fit
- Career & industry profiles
 - Dozens of structured profiles
 - Career thought starters
 - Illustrative major employers
- “Blender” activity
 - Generate creative career options

Name:


Activity Worksheet

Directions: Think of career ideas in an UNCONSTRAINED way.

1. Fill in the four blank areas based on your work to date.
2. Put these “in a blender” to come up with career options (be pragmatic!), then reach out to someone in your cohort to do the same for you. Don’t let them see your answers or perspective.
3. Refine thinking based on research, actual roles, and a

Self-Assessment Themes

Industry Sectors



CAREER OPTIONS

My ideas:

Partner’s ideas:

Submit this worksheet to knowpath@acceleronlearning.com
Please put your SCHOOL and FULL NAME in the SUBJECT LINE

Career: Scientific Consultant

Scientific Consultants are contracted out by firms to help clients manage research and development, enter new markets, and improve operations in a given stage of technical, biological, or chemical processes. Companies often need the expertise of a Scientific Consultant to do work that cannot be performed in-house. The median annual wage for a scientific consultant varies by firm, but ranges from \$60,000-\$100,000+.

My PhD

PhDs bring an analytical approach to the table that is necessary for success in consulting. Large consulting firms often have work in the healthcare industry, in sectors like biology, genetics, bioengineering, or organic chemistry.

What Scientific Consultants Do

Scientific Consultants typically do the following:

- Solve strategic problems the client has using your skills in research and strategizing
- Implement new business processes
- Help clients manage research and development, enter new markets, and improve operations
- Travel to client sites locally, nationally, and internationally depending on the project
- Tie scientific and business perspectives together to create a cohesive and collaborative project environment

Work Environment

Scientific Consultants will typically work at the site of the client they are contracted out to. However, the contracting firm often has office space available to consultants who want to work remotely. Due to the variety and quick turnover of projects, consultants work with different teams on a regular basis and must quickly acclimate to new client environments and expectations.

Work Schedules

40+ hour work weeks are the norm in any type of consulting role. Though graduate and postdoc students are accustomed to working long hours, consulting work’s constant deadlines and culture of constant feedback can make the work more stressful than in laboratories.



Work Readiness

- **:30 minute video lecture**
 - Workplace culture
 - Communication & teamwork skills
 - Effectiveness & conflict management
- **Informational interviews activity**
 - Self-paced info gathering activity
 - Structured interview questions
 - Communication guide/templates
- **Career selection activity**
 - Post-interview reflections

Interview Questions

Use the questions below as a guide. Remember to take notes!

Role Profile

1. Why did you want to become a [ROLE]? What attracted you initially?
2. How many years have you been a [ROLE], or worked at it in some capacity?
3. At a big-picture level, what does a typical [ROLE] do? What is being a [ROLE] all about?
4. What does a typical day look like?
5. What kinds of people or professionals do you interact with day-to-day?
6. What are some personality and work traits of successful people in this field?

Applying Skills

1. What academics, training, and certifications are needed to become a [ROLE]?
2. How would I apply my [PhD in...] to this role?
3. What various industries hire this job role?

Advancement

1. What is a typical career path prior to and after doing this role? What is the timing?
2. What other professions...

Pros/Cons

1. What is the most exciting part of this role?
2. What are a couple of challenges?
3. What about work/life balance?
4. Now that you've been in this role, what have you learned?

Interview: Email/Call Template

When you're ready to reach out to someone who caught your eye, use this template to construct an email or LinkedIn message. You can also call them and use this like a script. **Responses not guaranteed! Send AT LEAST TEN Inquires!**

Hi [First Name],

I am a [degree/attainment] at [name of institution in City, State]. I am exploring future career paths and am interested in pursuing [job role].

In researching this type of role, I came across your name on [where you found this person]. I would like to learn more about what you do.

If you have 15 minutes available between now and [deadline date], I am interested in conducting a brief phone interview with you. I know your time is valuable and I would appreciate any insight you can provide.

If interested, please let me know a time for us to chat on the phone.

Thank you,
[Full Name]
[Institution/Professional Email Address]



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Job Search

- **:25 minute video lecture**
 - Job search process
 - Behavioral interviewing
 - Assessing a job offer

- **Developing your brand**
 - Resume/CV
 - Elevator pitch
 - Personal networking

- **:90 minute workshop**
 - Workshop facilitation slides
 - Interview practice
 - Elevator pitch filming
 - Resume/CV review


Elevator Pitch Filming


How it will work.

1. Number from 1 to X.
2. When your number is called, go to NL3.236 for filming.
3. You will have up to ONE minute to deliver your pitch to the decision-maker of your choice.
4. When you return, call out the next number.

Review Criteria


- **Format:** Who, What, Unique
- **Content:** Relevant, Call to Action
- **Intent:** Career Path Focused





Job Offer: Assess the Role

Role Basics	Comp	Benefits	PTO	Training
<ul style="list-style-type: none"> • Title • Role description • Telecommuting • Travel • NDA or non-compete • IP rights 	<ul style="list-style-type: none"> • Base • Raises • Bonuses • Commissions • Expenses • Pay schedule 	<ul style="list-style-type: none"> • Health, life, disability • Onsite childcare/gym/dining • Retirement accounts 	<ul style="list-style-type: none"> • Paid holidays • Sick days • Maternity • Family Leave 	<ul style="list-style-type: none"> • In-house programs • Tuition reimbursement • Mentor programs





Case Study

- **Two video lectures**
 - :50 minutes on problem solving
 - :30 minutes on communicating & presenting

- **Custom case study development for a local client of your choosing**
 - Up to two-hour interview with client
 - Situation, complication, & key question
 - Preparation of case overview
 - *Alternate “canned” case if desired*

- **Two day case event:**
 - Kickoff presentation slides
 - Facilitation materials



Testimonials

“ I manage career resources for a large population of graduate students and postdoctoral researchers with limited budget and personnel. Know Path’s intelligent and lively content is perfectly targeted for PhDs, and the program structure allowed my office to provide professional development to a greater number of trainees than I could have done on my own.”

Dr. Natalie Lundsteen
Director of Graduate Career
Development
UT Southwestern Medical Center

“ I have been looking for an industry position for over a year with little progress. Know Path made me realize what was wrong with my approach. Their program helped me put together a strategic approach to my career trajectory and job search plan.

Right from the beginning, I saw myself become more confident, grow my network, and find new skills.

The Know Path materials were high quality and the case study opened up a whole new level of problem solving and business knowledge for scientists.”

Banupriya Mukundan, Ph.D.
Postdoctoral Scientist in Women’s Healthcare
Department of Obstetrics & Gynecology
UT Southwestern Medical Center

Easily Customized to

Any Field of Study



BASE PACKAGE

Online, Facilitator
Materials &
Case Creation



ADD-ON

On-Site
Facilitator