Starting Now: Transforming Current Experiences into Future Opportunities

• INDE 228

• School of Medicine Career Center & Michael Penn, Jr., MD, PhD
Agenda:

- Course introduction & syllabus review
- Identifying workplace priorities and using them to explore and define potential career options
- Advice on making the most of current training experiences and creating opportunities from them
- Discussion of the stumbling blocks most common in the career exploration process and how to avoid them
- Recommendations for professional exploration, growth and balance throughout all stages of your career
What Can I Do With Medical/Life Science Training?

- **Sector**

- **Position**
  - Project Manager – Medical Science Liaison – Scientist – Professor – Physician’s Assistant – Business Analyst – Patent Attorney - Recruiter….

- **Organization**
  - Global – National – Local
  - Large – Medium – Small
  - Old – Moderately Old – Start-up
# Career Transition Planning

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<th>I. ID info about yourself</th>
<th>III. Targeting your employer</th>
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<td>■ Work-setting Preferences</td>
<td>■ Narrowing the field</td>
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<td>■ Personal Skills Inventory</td>
<td>■ Aligning credentials</td>
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<td>■ <em>Motivational Factors</em></td>
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<table>
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<th>II. ID info options</th>
<th>IV. Securing an offer</th>
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<td>■ Researching Industries &amp; Companies (e.g.’s)</td>
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<td>■ Identifying Prospects</td>
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Syllabus and Course Review

- Schedule & speakers
- Attendance and credit
- Recommended readings
- Assessment directions for next week
- Questions, comments?
Finding Your North

Michael L. Penn, Jr., MD, PhD
Senior Manager
March 30, 2010
If You Don’t Remember Anything Else…

• The future is bright

• A fulfilling career is only something you can define for yourself

• Understanding who you are is hard work and a continuous process

• Career choices based on your values and passions will never be wrong

• Each of you has an amazing gift to share with the world - DISCOVER IT!
The Value of Medical/Scientific Training

• Fluency and context
• Critical thinking/problem solving
• Confidence
• Ability to navigate easily through uncertainty
• Rapidly identify/troubleshoot key issues
My Journeyline

• **1994**, B.S. Biology, Morehouse College

• **Summer 1994**, Research Internship at Genentech

• **Sept. 1994**, started MSTP program at UCSF

• **1999**, attended UCSF panel discussion about “Alternative Careers in Science”

• **2000**, PhD in Biomedical Sciences

• **2001**, Co-founded non-profit “Building Diversity in Science”

• **2002**, appointed to San Francisco Health Commission

• **April 2003**, volunteer internship at Genentech in BD

• **May 2003**, MD degree conferred

• **July 2003**, full-time position at Genentech in Marketing

• **2005**, Co-published Finding Your North

• **2007**, transitioned to Business Development
Unexpected Visitors

- Burnout
- Failure
- Depression
- Identity crisis
- Changing interests
Michael’s Keys To Success

• Following my passions
• Trusting that my path is the right one
• Living by my values
• Persistence
• Patience
Why I Love Business Development

• Cutting edge of biotech
• Leverages the greatest number of my gifts and strengths
• Potential to make a big impact
• Always something new
• Exposure to a large diversity of interesting drugs and technologies
Finding Your North

www.findingyournorth.com
Defining North

- Not a specific destination but a general direction (yours!)
- Your passions
- Your strengths and gifts
- Nearly effortless performance
- Your greatest, unique contributions to the world
Why is this Important?

• If not aligned with North, you’ll experience a lack of satisfactory performance

• Unhappiness and frustration

• The world will fail to benefit from your greatest contributions
How do you Find Your North?

• Believe that it exists for you

• Use your compass
  ◆ Be self aware

• Explore a variety of opportunities

• Have the courage to listen to your own voice

• Remember the path is not linear
How Do You Find Your North?

• Develop Self Care
  ◆ Physical
  ◆ Mental
  ◆ Emotional
  ◆ Spiritual
Avoid Dangers Along the Way

- Pursuing someone else’s dream
- Serving your ego rather than your spirit
- Burnout
- Impatience
- Self-doubt
Bring Bodyguards!

- Surround yourself with coaches and cheerleaders
- Find friends/mentors who will ask you tough questions
- Discover inspiring hobbies/activities
  - Self-help literature
  - Meditation/Spiritual practice
  - Physical fitness
- Spend time alone
Alternative Careers in Science

- Marketing
- Sales
- Manufacturing
- Regulatory
- Clinical Development
- Clinical Trial Operations
- Patent Law

- Medical Writing
- Business Development/Licensing
- Venture Capital/Private Equity
- Investment Banking/Finance
- Non-Profit
- Public Health
Questions to Ask Yourself

• Who am I? What is important to me?
• When do I feel most passionate?
• What are my greatest strengths? (Strengthsfinder)
• What jobs would allow me to utilize the greatest number of my strengths and gifts?
• If I knew I couldn’t fail, what would I do differently tomorrow?
What Can You Do Now?

• Ignore statistics--anything is possible
• Keep your imagination as undifferentiated as possible
• Ask an unlimited number of questions
• NETWORK!
• Immerse yourself in whatever you’re passionate about
• Learn the language of business
  ◆ Translate the value of your current/past experiences
• Hone your ability to diagnose when you’re on the “right path”
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THANK YOU!

Michael L. Penn, Jr., MD, PhD
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