

Talking with Others about your Research

When to talk about your research

- Job interviews
- Networking situations
- Conferences
- Q&A sections of a presentation
- Introductions at a meeting
- Email introductions
- When asked for a brief biography for a conference or publication

A “good” research pitch is compelling, concise, and conveys competency.

A Compelling Research Pitch

- Sound excited about your topic.
 - Start out with, “I’m glad you asked…” or something similar
 - Eye contact and smile
- Gear your pitch to your audience
 - Connect with others’ interests or point of view
 - Leave out technical phrases and jargon
- Focus on the impact of your research for real life or concrete problems it may solve

A Concise Research Pitch

- Be as brief as possible!
- Indicate that you can elaborate more if the listener desires by using phrases like, “I can explain this more if you would like.”
- Be conversational.
 - Practice ahead of time several versions of your pitch, including one sentence, 30 second, and 3 minute versions.

A Research Pitch that Conveys Competence

- Be prepared to answer the most obvious or common questions a listener might ask.
- Project confidence.
- Don’t self-deprecate.
- Respect your listener.