

Shameless

Self-Promotion

Kearns

Hugh

spotlight

ask

asked

applications

someone

waiting

negative

complete

thoughts

go next

role

convincing

draft

successful

want

found

nominate

putting

writing

thought

small

achievements

profiles

step

syndrome

division

instead

automatic

imposter

important

enough

away

show

just

heard

formal

put forward

promotion

enlist self

soon

fraud

applications

look

complete

negative

thoughts

go next

role

convincing

draft

successful

want

found

nominate

putting

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profiles

step

syndrome

division

instead

automatic

imposter

important

enough

away

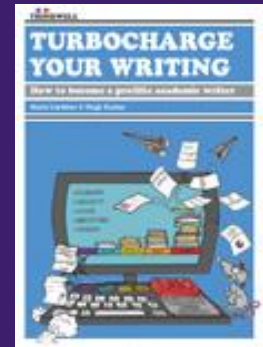
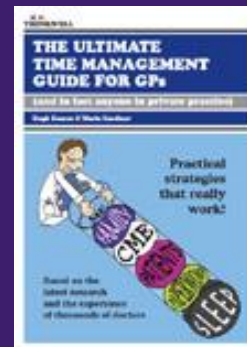
Flinders University • Lecture • Research • Self-management





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[www.ithinkwell.com.au](http://www.ithinkwell.com.au)

**THINKWELL**



# Ben Bulbin, County Sligo, Ireland



# Who are you?

Name?

What do you do?

What have you been up to for the past few months?



Asking for what you want

Waiting isn't enough

You have to go and ask

Self promotion

Writing convincing applications

Putting yourself in the spotlight

# Don't look at me



acaci.deviantart.com

## Why is it hard?

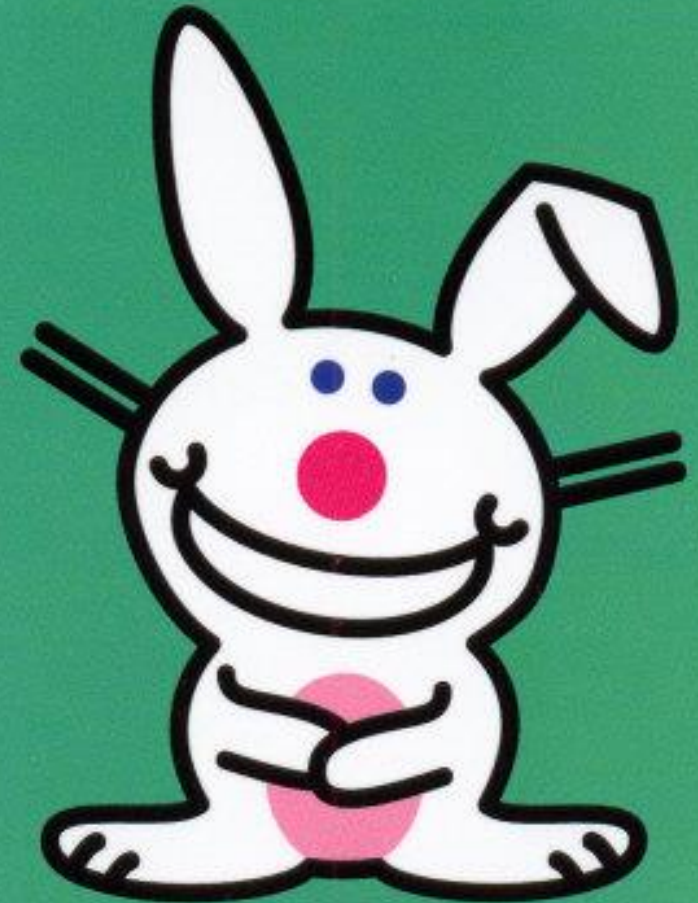
# Why it can be hard

Seen as big-headed

Cultural

Risky

Pushy



it's all about me.  
deal with it.



# A more positive spin

The past few month

What are 1-2 achievements

How would you weave them  
into your story?

Try it out



# Some strategies

Your web-page

Do a vanity search

Borrow from good examples



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## Hugh Kearns

BAGSc, MEd, MMHS

Hugh Kearns is recognised internationally as a public speaker, educator and researcher. He regularly lectures at universities across the world and has recently returned from a lecture tour of the UK and the US which included lectures at Oxford, Harvard and Stanford.

His areas of expertise include self-management, positive psychology, work-life balance, learning and creativity. He draws on over twenty years of experience as a leading training and development professional within the corporate, financial, education and health sectors in Ireland, Scotland, New Zealand and Australia. He has coached individuals, teams and executives in a wide range of organisations in the public and private sectors.

Hugh lectures and researches at Flinders University, Adelaide, Australia. He is widely recognised for his ability to take the latest research in psychology and education and apply it to high-performing people and groups. As a co-author with Maria Gardiner, he has published six books which are in high demand both in Australia and internationally.






Your bio

Create a short introduction for yourself

# Some strategies



# CAREERS

 **NATUREJOBS** For the latest career listings and advice [www.naturejobs.com](http://www.naturejobs.com)

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...and



# Some strategies

Your publications

Tell people (twitter!)

Tell your students

Send to key citations

# Some strategies

Twitterati flocks to research x

www.theaustralian.com.au/higher-education/twitterati-flocks-to-researchers-posts/story-e6frgcjx-1226102269294

BBC SPORT 128 km Adelaide (Bu... Sudoku.com.au - Fr... RTE RTÉ Ireland's Nation... ABC.net.au ADSL Broadband Pla... Thinkwell Flinders University i... Live score up

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NEWS OPINION THE COMMON ROOM CLASS ACTION INTERNATIONAL STUDENTS THE TOP 50 THE BIG INTERVIEW UNIVERSITY RANKINGS POSTGRAD NEWSLETTER

HIGHER EDUCATION 0 tweet

**Twitterati flocks to researcher's**

**JULIE HARE** The Australian July 27, 2011 12:00AM

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NAVIGATE TO A SECTION 0 SAVED STORIES LOGIN SIGNUP HIDE TOO

Twitterati flocks to r....htm

Simon Chapman  
University of Sydney

WHY?

Impact

Knowledge-transfer

Communicate results

Profile

Networks

Fun!



## Different type of writing

- Non-academic audience
- More accessible language
- More emphasis on impact and outcomes
- Less detail about statistics

WHY?

Cross-disciplinary links  
Collaborations

HOW?

Broad based conferences  
Multi-disciplinary projects



# The Public

WHY?

Profile

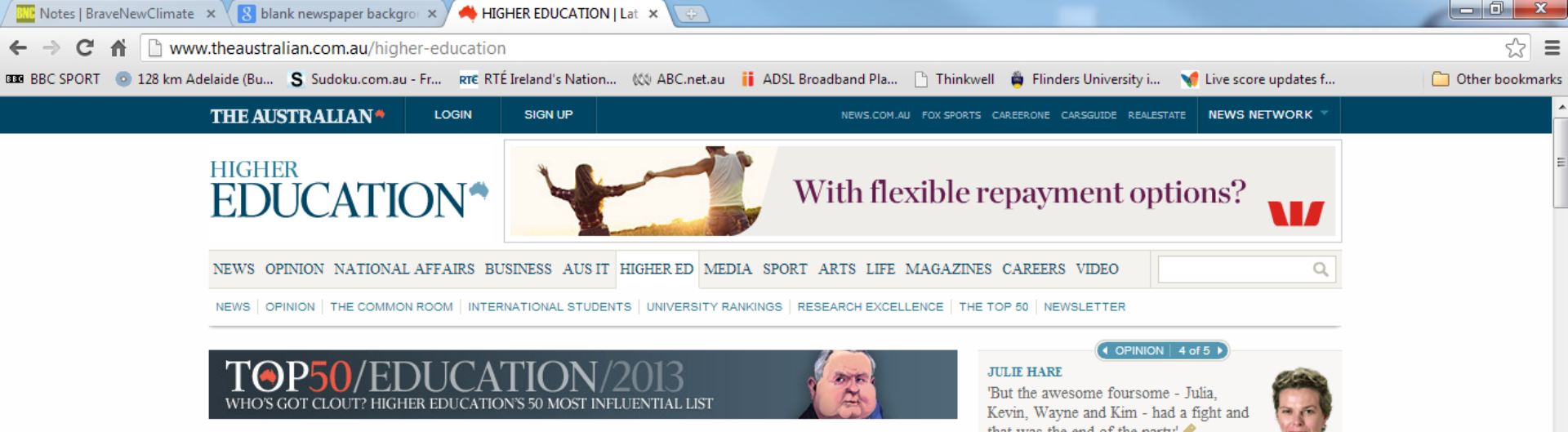
Enjoyment

HOW?

Newspapers

TV, Radio

New media



# Getting Media Attention

What are you currently researching?

How will the media find out about it?

Media Office (News and Media)

ExpertGuide



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# Success and the Impostor Syndrome

[Download audio](#)

Tuesday 29 April 2014 9:06AM

Ever felt like a fraud? Do you agonise over the success you've achieved because you really believe you don't deserve it?

Constantly feeling that at any moment you'll be exposed is a frightening and nerve racking experience and surprisingly common in high performing and seemingly very successful people.

So what causes someone to dismiss and doubt their ability, despite evidence to the contrary, and what strategies are there to alleviate or manage Impostor Syndrome?

IMAGE: SUCCESSFUL BUT FEELS LIKE A FRAUD (STOCKBYTE / GETTY IMAGES)

Monday to Friday 9am  
Repeated: Tuesday to Saturday 4am  
Presented by Natasha Mitchell

IN THIS PROGRAM  
Tuesday 29th April 2014 - Tuesday 29 April 2014

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Success an  
9:06 AM  
Dire str  
9:33 AM  
Lap su  
9:33 AM

36 19 0

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# Impostor syndrome

[Download audio](#)

Sunday 27 April 2014 8:45AM

Do you ever get the feeling that at some point your lucky run is going to run out? You've had success in your career, but it's all been through sheer chance rather than your own skill, right?

At some point someone's going to tap you on the shoulder and say, "The game's up. You shouldn't be here."

If that's you, you may be an imposter. And there's many others just like you.

IMAGE: (PENNY LAM, Flickr, CC BY-NC 2.0 LICENSE)

Sunday Extra

Sunday 7:00am  
Presented by Jonathan Green

IN THIS PROGRAM  
Sunday Extra 27 April 2014 - Sunday 27 April 2014

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Correspondents Report  
7:10 AM  
What's in the Sunday papers?  
7:35 AM  
DA's cryptic clue  
7:40 AM  
Bird Feeding  
7:45 AM  
The price of power  
8:05 AM  
Impostor syndrome  
8:45 AM

18 5 0

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- Ather



# A journalist calls:

What will you do?

Buy some time

“I will call you back in 20 minutes”

Get some information

What media?

What angle?

It's always urgent

# A journalist calls:

Contact PR?

Work out your message

2-3 key points

Quotable phrases – stories

Cut out detail



# A journalist calls:

Stay on message

Avoid traps

# The Aduerti

Thursday, 2 May, 2013

---

## Newspapers

You don't have much control of what happens to your words.

Headlines are not written

by the journalist.

You don't get to edit your piece.

Ren  
follo  
imp

The

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26 November 2013, 2.35pm GMT

## Feel like a fraud? You might have imposter syndrome

### AUTHOR



**Hugh Kearns**

Academic Researcher at  
University of Manchester

### DISCLOSURE STATEMENT

Hugh Kearns is co-founder of Thinkwell, a consultancy.



# Radio

Prepare yourself

Conversation

Stick to message







Short grabs

Visual – things to see

Advice on dress

PR help - practice

# Some strategies

## The Media!

## Your PR department

## What's hot?

### Otago Daily Times

Published on Otago Daily Times Online News (<http://www.odt.co.nz>)

#### Warning over email 'addiction'

By John Gibb  
Created 08/08/11

Email "addiction" has become the biggest single cause of reduced productivity among writers and many others using computers, visiting psychologist Hugh Kearns says.

Mr Kearns (51), an Irish-born lecturer at Flinders University, Adelaide, South Australia, is also an international speaker, educator and author, whose areas include research creativity and productivity.

He is visiting Dunedin to give to give two motivational workshops today for University of Otago postgraduate students on "the seven secrets of highly successful research students" and how to "turbocharge your writing".

The sessions are part of Otago University's annual Graduate Research Month, which aims to support postgraduate students and celebrate their achievements.

Mr Kearns said he would be advising the students that uncontrolled exposure to emails could be particularly damaging for writers.

Writers often needed to develop complex trains of thought, which could be easily disrupted if emails offering a mass of extraneous ideas were a constant distraction.

Because writers often used computers in their writing, it was particularly hard to escape emails constantly arriving on the same machines.

He suggested writers work for several hours in the morning before checking their emails, and then allocate strictly controlled periods during the day to deal with them.

Click photo to enlarge



Visiting psychologist Hugh Kearns is holding motivational workshops for Otago University postgraduate students. Photo by Peter McIntosh.

University of Otago, Dunedin  
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Source URL (retrieved on 16/08/2011 - 14:43): <http://www.odt.co.nz/amp/university/otago/1724499/warning-over-email-addiction>

Link:  
[1]

The Media!

Your PR department

What's hot?



# Some strategies

Going to conferences

Big names



# Some strategies

## Brag file



# ADELAIDE FESTIVAL OF IDEAS

7<sup>TH</sup>-9<sup>TH</sup> OCTOBER 2011

## Engagement Activities

Presentations

Festival of ideas

Libraries

Museums

Workshops

Open days

[Café Scientifique](#)

Time and effort

Web pages

Blogs

Twitter

Social networks

Facebook, Linkedin, Academia,

ResearchGate

Youtube

Slideshare

Scribd

Your digital footprint



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## Welcome to ThinkWell™

ThinkWell™ uses the latest psychological and educational research to develop workshops and materials to help you be more effective in your daily life.

We work extensively with doctors, academics, PhD students, CEOs and many others to assist them to:

- manage their time more effectively and perform better
- set goals and achieve them
- achieve sustainability in their career
- think more clearly and make better decisions
- reduce stress
- find out what is making them stressed
- learn how to evaluate and deal with emotions
- feel more content and confident
- spend more time with their family and those who matter

## University Events 2013

Australia

## Latest News

**January 2013**

**IRU Highly Effective  
Researcher Program 2013**

We will be continuing with this very popular program in 2013. Check our home page for dates at your university. In the meantime, if you want to see what might be on offer, check out the [program guide](#).

**January 2013**

**Vitae Podcast**

Maria visited Vitae in the UK to present [Turbocharge your Writing and Time for Research](#). Hear her tips and also what the researchers who attended thought about the workshop.

**November 2012**

**New paper on writing**

We've just published a paper on the psychology of writing called [The](#)



Links – [Robinson](#) – [IPAS](#)

Biographical information

Publications

List

Copies

Research interests

Links to books, blogs

# The Robinson Institute


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**The Robinson Institute**  
 Ground Floor, Norwich Centre  
 55 King William Road  
 North Adelaide

## Science Stories



### [Quality control in protein production ensures normal brain development](#)

Jozef Gecz and colleagues have found that NMD exists in cells to make sure that only top quality proteins are produced. Alterations in NMD genes are strongly associated with neurodevelopmental disorders.

[Read the full story](#)


### [Exciting new target for schizophrenia diagnosis and treatment](#)

Schizophrenia is a common and debilitating brain disorder that remains difficult to diagnose and treat due to fundamental knowledge gaps. Dr Quenten Schwarz has identified a new focus for schizophrenia research which may lead to new options for diagnosing and treating the disease.

[Read the full story](#)


### [Longer not always better in twin pregnancies](#)

Conventional wisdom suggests that for a normal pregnancy, the longer a baby remains inside the

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## Latest News

- [Media Release: Higher risk of birth problems after assisted conception](#)  
 A University of Adelaide study has shown that the risk of serious c...
- [Robinson Institute Christmas Shutdown](#)  
 The Robinson Institute will close for Christmas from COB Tuesday 24...
- [Media Release: Caution to pregnant women on red meat – diabetes link](#)  
 Pregnant women and women planning to become pregnant can make use o...

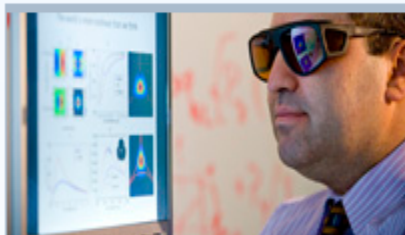
[View all news](#)

# Institute for Photonics and Advanced Sensing



You are here: IPAS > Research > Talking Papers

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## Talking Papers

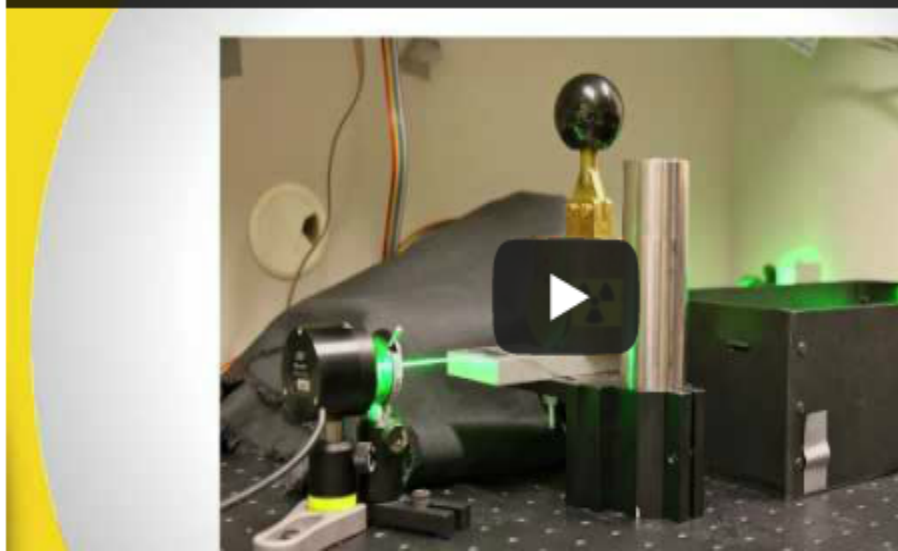
[Talking Paper 1](#) | [Talking Paper 2](#) | [Talking Paper 3](#) | [Talking Paper 4](#) | [Talking Paper 5](#)

### Radiation sensing fibres - talking papers #5

Imagine:

- clothing that can detect radiation
- a tiny probe to reduce side effects of cancer treatment

Radiation sensing fibres - talking papers #5.



## Latest News

### ■ Sensing with Light Public Artwork

In 2010 we announced our involvement with the Adelaide City Council in the development of a piece of public artwork originally to be positioned in Rundle Mall and more recently moved to Topham Mall. This artwork is an interactive light-up artwork which...

*Fri, 17 Jan 2014 10:29:35 +1030*

[Read More](#)

## Surface Science and Synthetic Chemistry



[Conservation](#) (Prof Corey Bradshaw, Adelaide)

[The Grammar Gang](#) (UniSA)

[Don't Forget Your Shovel](#) (Archaeology )

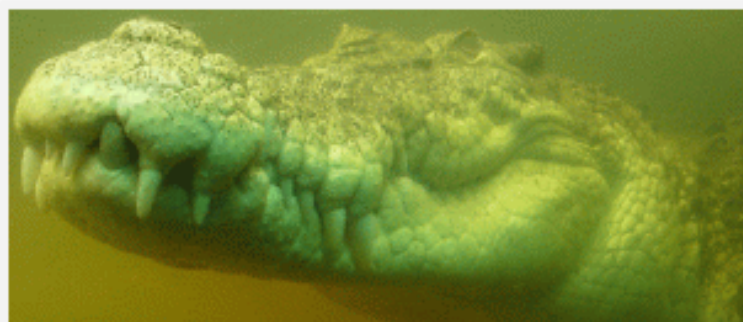
Word Press

Conversations with like minded people





## About



© Bigwave Productions, UK

### Welcome to

*ConservationBytes.com*

I have dedicated this site to highlighting, discussing and critiquing the science of conservation that has demonstrated measurable, positive effects for global biodiversity. My goal is to

stimulate scientists and any interested in maintaining their future to find real-world solutions to the degradation of ecosystem services supporting life on Earth.

To this end I will be posting scientific studies that I believe have had real benefits for biodiversity – in other words, those that represent scientific breakthroughs that have

*The science of  
conserving life...  
read more*



### EMAIL SUBSCRIPTION

Enter your email address to subscribe to ConservationBytes.com and receive notifications of new posts by email.

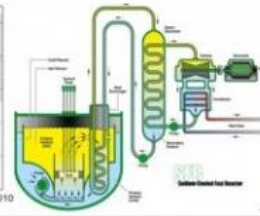
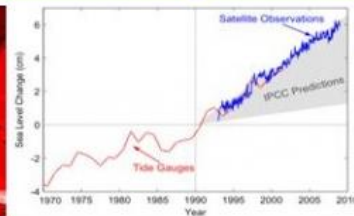
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## Zero emission synfuel from seawater

Posted on 16 January 2013 by Barry Brook



Guest post by [John Morgan](#). John runs R&D programmes at a Sydney startup company. He has a PhD in physical chemistry, and research experience in chemical engineering in the US and at CSIRO. He is a regular commenter on BNC.

You can follow John on Twitter [@JohnDPMorgan](#)

## Introduction

Liquid hydrocarbons account for about [one third of fossil carbon dioxide emissions](#), and while transition to electric vehicles is possible for some passenger transport, it is simply not feasible to substitute for liquid fuel in most long haul transport, aviation, or agricultural and industrial prime movers. Synthesizing fuel from carbon dioxide extracted from air is possible in principle but horrendously expensive. Yet, if we are to achieve CO<sub>2</sub> levels of 350 ppm from our current 392 ppm, CO<sub>2</sub> removal from the biosphere appears necessary.

Two papers published last year described a new approach to zero emissions synfuel, looking at direct carbon dioxide extraction from seawater. The new insight in these papers is that CO<sub>2</sub> is very soluble in seawater, where the concentration is about 140 times higher than in the atmosphere. This could make seawater extraction a lot cheaper than direct air capture.

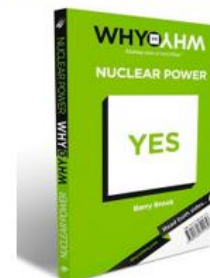
The work was done by the [US Navy](#) ([full text here](#)), and by the [Palo Alto Research Center](#) (PARC), who each developed membrane processes to extract CO<sub>2</sub> from seawater. The Navy's interest is military – shipboard production of synthetic jet fuel far from supply lines – but I figure we can beat this sword into a ploughshare.

Rather than going after the CO<sub>2</sub> directly with chemical scrubbers, they use electrochemical processes to split seawater into an acid and base stream, and the CO<sub>2</sub> bubbles off from the acidified water. The two streams are recombined and returned to the ocean. While these processes are novel, they are very similar to a number of ion exchange processes, including desalination, which are currently deployed at scale.

## Blog Stats

3,647,502 hits

## Now in book stores!



## Recent Comments

- [Anon](#) on [Low intensity geoengineering ...](#)
- [Oliver Tickell](#) on [Low intensity geoengineering ...](#)
- [Anon](#) on [Low intensity geoengineering ...](#)
- [Oliver Tickell](#) on [Low intensity geoengineering ...](#)
- [John Morgan](#) on [Low intensity geoengineering ...](#)
- [Media is missing cli...](#) on [Is there a link between Adelai...](#)
- [Oliver Tickell](#) on [Low intensity geoengineering ...](#)

# Grammar Gang

Adventure across the hemispheres - where Owls, Possums and Kiwis meet

Saturday, January 18, 2014

## Spring in other dialect

I must write down this Chinese verbal example that I heard while having breakfast in a market-cum-hawker centre before I forget. The reopening of the market place near my house in Jan. 2014 after it underwent renovation for nine months was a relief, especially for people like me who wanted a fast and nutritious breakfast before going to work. Breakfast is never complete without a glass of hot coffee or hot tea in good old Southeast Asian style.



Hot tea served in the heartland coffee shops in Singapore

## Web of Language

Web of language

### Which kind of dictionary do you use?

- ☐ I only use paper dictionaries
- ☐ I only use online dictionaries
- ☐ I use both, but prefer paper dictionaries
- ☐ I use both, but prefer online dictionaries
- ☐ I never use dictionaries

Votes so far: 294

Poll closed

**Post your question to the Owl and Possum Help Nest**



# Don't forget your shovel

*not just another archaeology blog*



[Home](#) [About](#)

## Mystery metal man

Posted on [December 13, 2013](#)

The photo below shows the slightly rumpled bust of an unknown man. It was found on Baker's Flat at some time in the last few years. It's not very big, about 7 cm tall, and I'm assuming at this stage that it's nineteenth century. Any takers for who it might be? After extensive research on Google images and the web (!), I'm thinking that it could be Gladstone, Prime Minister of Britain four times in the mid to late nineteenth century, and a supporter of Home Rule for Ireland.

### Recent Posts

- [Mystery metal man](#)
- [Newgrange and the fairy teeth](#)
- [Not every city has a sewerage museum](#)
- [Something about Mary](#)
- [Every day I'm cleaning](#)

### Blogroll

- [Flinders Archaeology](#)
- [Irish Archaeology](#)

# Talk About Teaching



[Home](#) | [About](#)

## Game-based Teaching

Posted on 20 November 2013 | [Edit](#)

We lecture. That's why we're called lecturers, isn't it? So what have Play Your Cards Right and The Apprentice got to do with nurse education? Well quite a lot in the Preparation for Practice Unit taught as part of Leadership and Management in the School of Nursing, Midwifery and Social Work.



Play Your Cards Right

In 2009 the pass rate in this course was 57% and student satisfaction was low. A review of the unit carried out by Dianne Burns and Sue Jones resulted in a new unit team led by Dianne (Steven Prymachuk, Monica Haggart and Lucie Moore) implementing the recommended twenty changes including greater use of Blackboard, more structured guidance to students and revising the assessment. Student input suggested that there was too much of stand and deliver lectures. So the team worked together to develop and incorporate game-based learning.

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- [Game-based Teaching](#)
- [Educational Research – Scholarship of Teaching](#)
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Twitterati flocks to research x

www.theaustralian.com.au/higher-education/twitterati-flocks-to-researchers-posts/story-e6frgcjx-1226102269294

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**Twitterati flocks to researcher's**

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NAVIGATE TO A SECTION 0 SAVED STORIES LOGIN SIGNUP HIDE TOO

Twitterati flocks to r....htm

Simon Chapman  
University of Sydney



# Social Networking

Facebook

The Facebook logo, consisting of the word "facebook" in a white, lowercase, sans-serif font, is displayed on a blue background. The logo is slightly tilted and has a soft shadow effect.

LinkedIn

Academia.edu

ResearchGate

Public and permanent

Five minutes for a quick break



## **Situation:**

The Division has been asked to nominate someone for an important role. You thought you would have been asked. But instead you've just heard that someone else's name has been put forward.

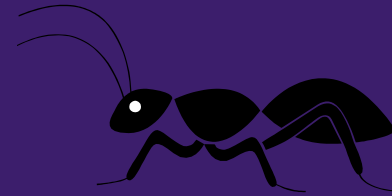
## **Feelings:**

# Missing out

Situation:	Name not put forward
Feelings:	

## ANTs

Automatic Negative Thoughts



# CBC exercise

Thoughts

---

Challenges

---



# The Imposter Syndrome

- That feeling that you're just one step away from being found out as a complete fraud!
- The Fraud Squad



# How would you ask?

You've decided to go and ask for something.

How would you do it?



# Formal Applications

I was involved in ...

The team ...

We ran a course ...

There was positive  
feedback.

I did my job

I played a leading in ...

I ...

I led the development  
and delivery of ...

The reaction was  
overwhelmingly favourable,  
for example...

I initiated ...

Get the profiles

Look at successful applications

Show a draft

Enlist supporters

A stage spotlight illuminates a circular area on a dark floor. The spotlight is a bright, warm yellow color, creating a strong contrast with the dark surroundings. The light cone extends upwards, fading into the dark background. On either side of the spotlight, red curtains with gold tassels are visible, framing the scene. The curtains are pulled back, revealing the dark stage floor.

The spotlight



# Your Strategy

# Your Strategy

Why?

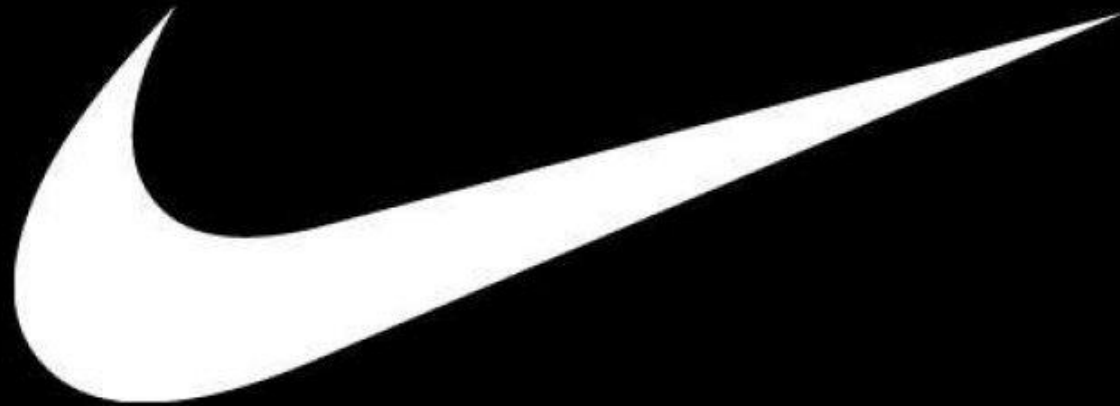
Time?

Which medium?

How you will develop skills?

# Your Action

What can you do asap?



# Most Useful

