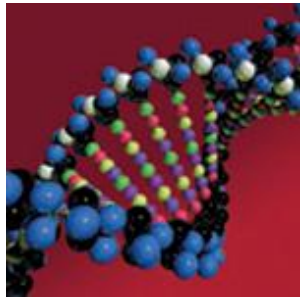
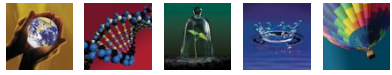


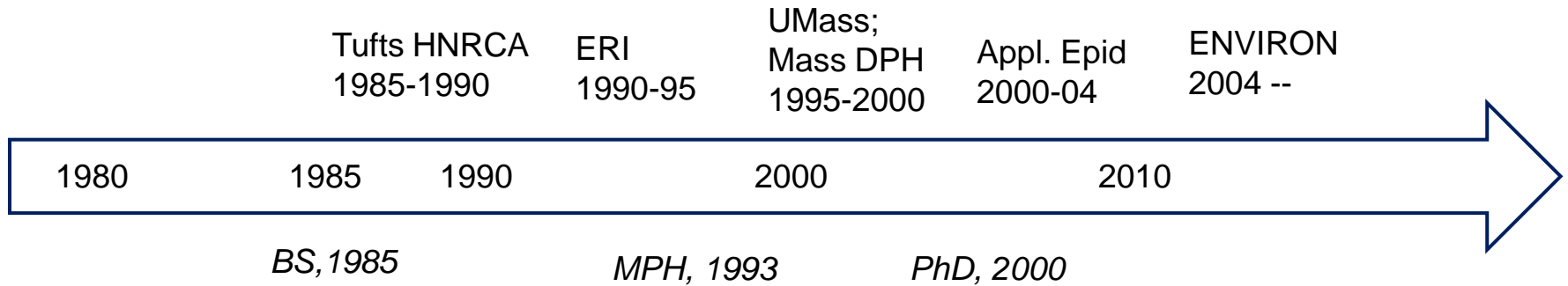
Consultancies



Sandra Sulsky, MPH, PhD



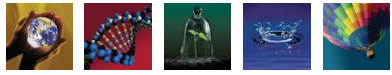
My professional timeline





What does a consultant epidemiologist do?

- Identify and solve client problems
 - Regulatory policy development
 - Evaluate policy implications for client
 - Risk management
 - Litigation support
- What does all that mean?
 - Primary research
 - Re-analyses
 - Critical review and synthesis of literature



What skills must a consultant possess?

In addition to your skills as a scientist....

- Client-centered skills:

- Listening
- Teaching - individuals and groups
- Written and oral communication
- Intellectual creativity

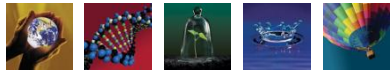
- Firm-centered skills

- Team work, ability to identify and develop potential connections within the firm
- Willingness to build the reputation of the firm



Training thoughts

- Take all the epi electives you can
- Classes that let you apply your learning through practical experiences, projects are better
- Give presentations as often as possible, to audiences of any size; solicit feedback
- Take at least one introductory course in a field related to your focus area
- Learn about project and personnel management



Some good things about being a consultant

- The variety of problems enhances flexibility of thought, creativity; can be exhilarating
- Funding not necessarily tied to academic/government grant cycles
- Opportunities to meet, work with individuals having a wide range of backgrounds: many opportunities to teach about epidemiology



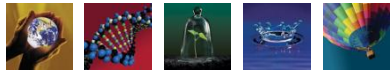
And some less positive things

- Ability to specialize may be limited
- May not have full control over your research program
- Need to manage competing schedules and priorities
- Timelines, budget not always appropriate to task
- Working with non-epidemiologists requires a lot of teaching about epidemiology



Political landscape

- Can be difficult to navigate misperceptions about conflict of interest
- Important to communicate up-front with clients:
 - Ownership of data and work product
 - Decision making roles
 - Publication rights
- Sometimes difficult to get fair peer review
- Some limitations on professional activities



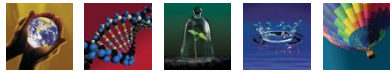
Who should be a consultant?

- Consultancies are a good choice if you:
 - Like variety in scope of work and type of problems;
 - Are flexible
 - Are able to communicate technical information
- Consultancies may not be the best choice if you:
 - Want to focus on teaching students
 - Want to have lots of publications (but companies vary)
 - Have or want a narrow specialty area
- If you want any part of your career to be academic, that should probably come first



What I look for in new hires

- Solid grasp of epidemiological concepts
- Some practical experience
- Evidence that you can be self-directed
- A sense of how you would work as part of a team
- Professional demeanor
- Your thoughts on why you are a good candidate: what will you bring to the company?



For more information

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<http://www.environcorp.com> “careers”