

## **CONTENTS**

Prologue: The Importance of Interpersonal Strategies in Science 1

## PART ONE: A PRIMER FOR SCIENTIFIC STRATEGISTS 9

Chapter 1: The Scientist as a Writer: Publishing Scientific Papers 11

Authorship of scientific papers 12
The role of reviewers 25
Scientific writing viewed from the editor's desk 29
Damming the paper flood 33
Summary 36

Chapter 2: The Scientist as a Performer: Presenting Scientific Papers 39

How not to present a scientific paper 40 Suggestions for better paper presentations 42 X **CONTENTS** 

How to enjoy presenting a scientific paper The so-called discussion following paper presentation 52 The last word 54
Chapter 3: The Scientist as a Face in the Crowd: Attending Scientific Meetings 55
Strategies for meeting participation 55 Funding meeting attendance 62 Election to society offices 63 International meetings 66 Residues of scientific meetings 71 Summary 73
Chapter 4: The Scientist as a Concertmaster: Chairing Scientific Sessions 75
Early planning 77 The meeting 80 Session follow-up 85 Special assignments 87 Summary 91
Chapter 5: The Scientist as a Producer/Director: Organizing Scientific Meetings 93
The annual meeting of a scientific society 94 The workshop or small-group conference 102 The international symposium 106 Summary 112
Chapter 6: The Scientist as a Negotiator: Participating in Committee Meetings 113
The chairperson's creed 114 The committee members' guide 116

Some committee games

118

CONTENTS

Committee women 121
The advisory committee 122
Paper products of committee activities 124
Computer conferences 126
Summary 128

## PART TWO: CRITICAL ISSUES FOR SCIENTIFIC STRATEGISTS 129

Chapter 7: The Scientist in Transition: Moving Up, On, and Out 131

The fast track 134 Leaving the fast track 137 Life stages of a scientist 138 Eras in a professional career 144 The "professional" Losing strategies Moving on 156 Moving out 161 163 Summary

Chapter 8: The Scientist in Control: Getting and Using Power 165

Kinds of power in science 168
Power strategies 173
Organizational variations in power 178
Summary 180

Chapter 9: The Scientist in Doubt: Defining Ethics in Science 183

The perimeter of the circle 185
Within the circle 189
Maneuvers in ethical combat zones 192
Summary 199

xii CONTENTS

## PART THREE: SPECIAL INTEREST AREAS FOR SCIENTIFIC STRATEGISTS 201

Chapter 10: Evaluating the Roles of Women and Men in Science 203

Sex in the laboratory 204
Women in science 209
Men in science 217

Chapter 11: Coping with Bureaucracy and Bureaucrats 223

Types of bureaucrats 224
Common characteristics of bureaucrats 233
The bureaucratic hierarchy 236
Kinds of bureaucracies 238
Summary 247

Chapter 12: Dealing with External Forces: News Media, Lawyers, Politicians, and the Public 249

News media 250 Lawyers 253 Politicians 256 The public 258 Summary 260

Chapter 13: Relating to Industry 263

Industrial game rules 265
Consulting 270
The scientist as an industry spokesman 273
Summary 274

Epilogue 277 References 283

Index 285