

SCIENCE MANAGEMENT ASSOCIATES

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Excerpts from Reviews of "Lab Dynamics" (first edition)

"Lab Dynamics...is a useful practical management guide not only for those who are considering scientific leadership as the next step of their career, but also for postdocs and graduate students, who need to interact productively with their peers and scientific advisers. What makes Lab Dynamics an unusual book is that it is largely based on personal experience and is written from the perspective of social and behavioral psychology....Lab Dynamics is a very enjoyable read and one of the most valuable contributions to the slowly growing collection of books on laboratory management."

Irina Stancheva, The Wellcome Trust for Cell Biology, University of Edinburgh, *in Genetical Research* (2006) 87, 217.

"Lab Dynamics is a highly understandable and practical book that equips the reader with the basics for developing the requisite "soft skills" that can significantly enhance technical productivity and promote career satisfaction and advancement... Whether they are in management or not, scientists at all stages of their careers will find it a practical refresher in mastering their skills, whereas non-management and early-career professionals will find it much more than a survival handbook."

Donald Rej, Office of Scientific Programs, Los Alamos National Laboratory, Los Alamos, NM, *in Clinical Chemistry* (2006) 52, 1215

"...a concisely written book designed to provide scientists, in a variety of settings, a comprehensive skill set for surviving other scientists and the pressures of the work place. The book is written to appeal to a range of scientists from beginning trainees to seasoned professionals. Importantly, the authors provide real world examples of personal interactions between scientists in jobs covering a broad scope of work settings... Scientists who work in settings ranging from industry, government, or academia will likely find the book interesting and useful... This first edition book was developed from the authors' considerable experiences as scientists and consultants in academia and in the private sector. The book is easily read and holds the interest of the reader with amusing anecdotes, clever quotes, and real world examples and tables that summarize each chapter."

M.D. Lairmore, Dept. of Veterinary Biosciences, College of Veterinary Medicine, Ohio State Univ., Columbus, OH, *in Veterinary Pathology* (2006) 45, 5

"An interesting book, by a scientist and a psychologist from USA, about techniques for managing staff and students in a research lab. Chapters 3, 4 and 6 are great, focusing on case studies of real lab events and how to respond... This book gives practical advice for 'cures' and for prevention by managing actively in the first place!

Liz Sockett, University of Nottingham, *in Microbiology Today*, May 2006.

"The information contained in this book should be required as a part of any scientific curriculum, particularly at the graduate levels, for students as well as laboratory directors and academic mentors."

Lynne Garcia, LSG & Associates, *in Microbe* (2006) 10, 490

"The authors have described the academic environment in sciences dead on -- I believe they must have observed my department in their research for the book! They provide very basic and very concrete tactics for dealing with major interpersonal dysfunction. The reviewer who said their tactics would never work does not understand the depths of the dearth of EQ in scientific academia. If everyone in my department would practice just one of their techniques, the faculty might be able to sort out some of the fights that paralyze department advancement, and grad student productivity would fly through the roof because they could focus on becoming scientists rather than exhausting themselves just trying to survive the daily beatings. As it is, I myself have been begun to apply what I've learned in this book to turn my academic job from unrelenting misery into a life lesson in dealing with difficult people and being a good leader myself. I **highly** recommend this book to anyone who wants to increase productivity in their lab or learn how to deal with a difficult advisor."

Joy "blueskies50014" as written on Amazon.com

"This book describes, in great details, the interpersonal dynamics in research institutions and universities and the negotiation skills necessary to tackle many of the associated conflict scenarios. For me, LAB DYNAMICS really improved my life personally and professionally, because it shows not only the principles but also many concrete examples in which your own interests are satisfied and collegial and long-term relationships with your boss, peers and subordinates are well maintained at the same time.

Even though some of these principles can also be found in other business and management books, they have never been discussed with a focus on the research and academic setting. The examples from the business world are often very different from the every day struggles a scientist has to face. For example, no other book will show you ways to negotiate for the first authorship of a publication. LAB DYNAMICS really helps with its detailed analysis and Dr. Cohen's perspectives as a scientist.

LAB DYNAMICS is particularly useful for doctoral students and postdocs who face many of these challenges frequently without much mentoring on the subject matter. In addition, each chapter has an excellent reference list where additional reading can be found to solve specific issues.

BTW, this book has been one of the most sought-after titles at MIT libraries. People often have to wait for 1-2 months in queue to get it."

Zheng Wang (Cambridge MA) as written on Amazon.com