

Using LinkedIn with Your Professional Network

Stephen Fleming

`<fleming@gatech.edu>`

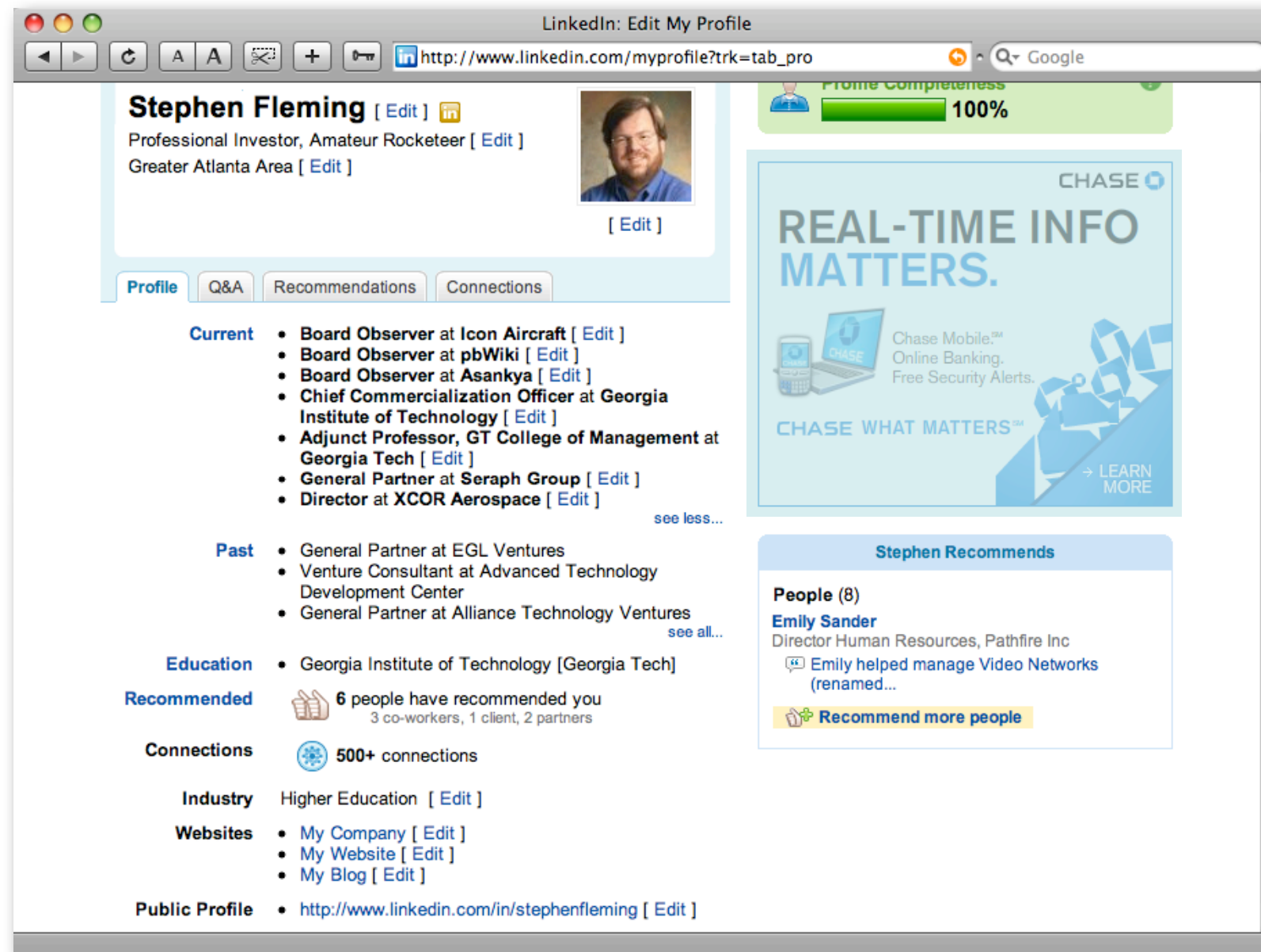
16 July 2008

With special thanks to Brandy Nagel!



The Basics

- Who am I?



The screenshot shows a web browser window titled "LinkedIn: Edit My Profile" with the URL "http://www.linkedin.com/myprofile?trk=tab_pro". The profile is for Stephen Fleming, a Professional Investor and Amateur Rocketeer in the Greater Atlanta Area. His profile completeness is 100%. The profile is divided into several sections: Current (Board Observer at Icon Aircraft, pbWiki, Asankya; Chief Commercialization Officer at Georgia Institute of Technology; Adjunct Professor at GT College of Management; General Partner at Seraph Group; Director at XCOR Aerospace), Past (General Partner at EGL Ventures; Venture Consultant at Advanced Technology Development Center; General Partner at Alliance Technology Ventures), Education (Georgia Institute of Technology), Recommended (6 people have recommended you), Connections (500+ connections), Industry (Higher Education), Websites (My Company, My Website, My Blog), and Public Profile (http://www.linkedin.com/in/stephenfleming). A sidebar on the right features a Chase advertisement and a "Stephen Recommends" section for Emily Sander, Director of Human Resources at Pathfire Inc.

Stephen Fleming [Edit]
Professional Investor, Amateur Rocketeer [Edit]
Greater Atlanta Area [Edit]

Profile Q&A Recommendations Connections

Current

- Board Observer at Icon Aircraft [Edit]
- Board Observer at pbWiki [Edit]
- Board Observer at Asankya [Edit]
- Chief Commercialization Officer at Georgia Institute of Technology [Edit]
- Adjunct Professor, GT College of Management at Georgia Tech [Edit]
- General Partner at Seraph Group [Edit]
- Director at XCOR Aerospace [Edit]

see less...

Past

- General Partner at EGL Ventures
- Venture Consultant at Advanced Technology Development Center
- General Partner at Alliance Technology Ventures

see all...

Education

- Georgia Institute of Technology [Georgia Tech]

Recommended

6 people have recommended you
3 co-workers, 1 client, 2 partners

Connections

500+ connections

Industry

Higher Education [Edit]

Websites

- My Company [Edit]
- My Website [Edit]
- My Blog [Edit]

Public Profile

- http://www.linkedin.com/in/stephenfleming [Edit]

CHASE

REAL-TIME INFO MATTERS.

Chase Mobile.™
Online Banking.
Free Security Alerts.

CHASE WHAT MATTERS.™

→ LEARN MORE

Stephen Recommends

People (8)

Emily Sander
Director Human Resources, Pathfire Inc

Emily helped manage Video Networks (renamed...)

Recommend more people

LinkedIn is...



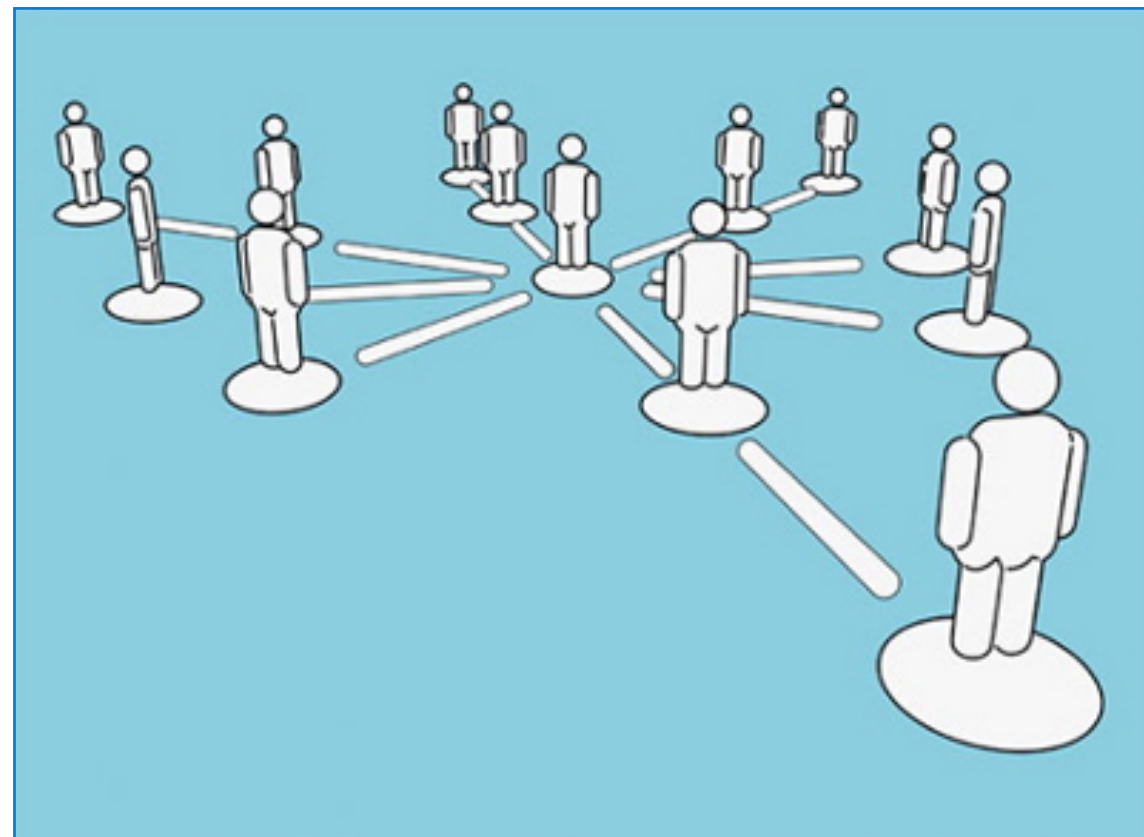
- A free online network of more than 17 million professionals from around the world, representing 150 industries.

www.linkedin.com



Social Networking

- Your network consists of your connections, your connections' connections, and the people they know, linking you to thousands of professionals.



Use Your Network To...

- Find potential clients, service providers, and subject experts, who come recommended
- Be found for business opportunities
- Discover inside connections that can help you land clients and close deals
- Post and distribute job listings
- Get introduced to other professionals through the people you know



- When you join, you create a **profile** of your professional accomplishments.



Stephen Fleming [Edit]

Professional Investor, Amateur Rocketeer [Edit]
Greater Atlanta Area [Edit]



[Edit]

Profile

Q&A

Recommendations

Connections

Current

- Board Observer at Icon Aircraft [Edit]
- Board Observer at pbWiki [Edit]
- Board Observer at Asankya [Edit]
- Chief Commercialization Officer at Georgia Institute of Technology [Edit]
- Adjunct Professor, GT College of Management at Georgia Tech [Edit]
- General Partner at Seraph Group [Edit]
- Director at XCOR Aerospace [Edit]

see less...

Past

- General Partner at EGL Ventures
- Venture Consultant at Advanced Technology Development Center
- General Partner at Alliance Technology Ventures

see all...

Education

- Georgia Institute of Technology [Georgia Tech]

Recommended



6 people have recommended you

3 co-workers, 1 client, 2 partners

Connections



500+ connections

Industry

Higher Education [Edit]

Websites

- My Company [Edit]
- My Website [Edit]
- My Blog [Edit]

Public Profile

- <http://www.linkedin.com/in/stephenfleming> [Edit]



Profile Completeness

100%

REAL-TIME INFO MATTERS.



Chase Mobile.SM
Online Banking.
Free Security Alerts.

CHASE WHAT MATTERSSM

→ LEARN MORE

Stephen Recommends

People (8)

Emily Sander

Director Human Resources, Pathfire Inc



Emily helped manage Video Networks (renamed...)



Recommend more people

Creating Your Profile

- Experience & Education
- Interests, Groups and Associations, Honors and Awards
- Contact Settings



Public Profile Examples:

<http://www.linkedin.com/in/benagel>

<http://www.linkedin.com/in/stephenfleming>

LinkedIn Welcome, Brandy [Sign Out] Account & Settings | Inbox Expand Your Network

Home People Jobs & Hiring Services Answers My Profile My Contacts

Profile Public Profile Email Signatures

Search People Go

Edit My Profile Edit My Public Profile View My Profile as others see it

Forward Print PDF

Brandy Nagel [Edit]
Marketing Catalyst at Georgia Tech - Enterprise Innovation Institute:
brandy.nagel@innovate.gatech.edu [Edit]
Greater Atlanta Area [Edit]

Profile Q&A Recommendations Connections

Current

- Marketing Catalyst at Georgia Tech - Enterprise Innovation Institute [Edit]

Past

- Senior Account Executive, Licensing at Nancy Bailey & Associates
- Freelance consultant at nagliTech (family owned business)
- Licensing Manger at Simmons

see all...

Education

- Mercer University
- Brenau University
- Judge Memorial

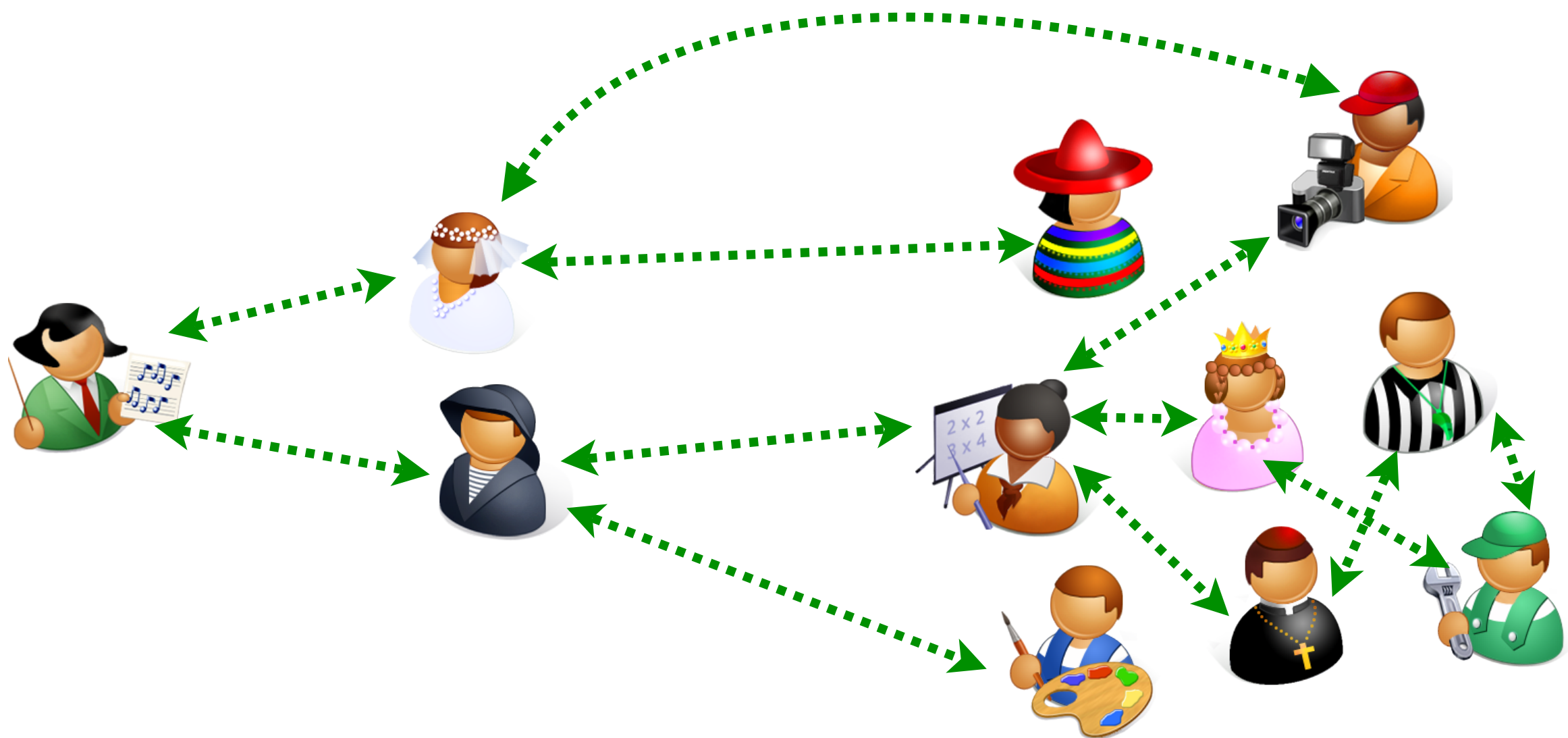
Profile Completeness 95%
Adding another recommendation will bring you to 100%

“The difference between the almost right word & the right word is really a large matter—it's the difference between the lightning bug and the lightning.”

-Mark Twain

Finding & Contacting Users

- What does “relationship” mean?
- Who can contact me through LinkedIn?



Six Degrees of Kevin Bacon

Laurence Olivier



Appeared in
"My Dog Skip"
in 2000



Appeared in
"The
Volunteer"
in 1943



Diane Lane

Appeared in
"A Little
Romance"
in 1979






Charles de Gaulle

Six Degrees of Separation

Your Network of Trusted Professionals

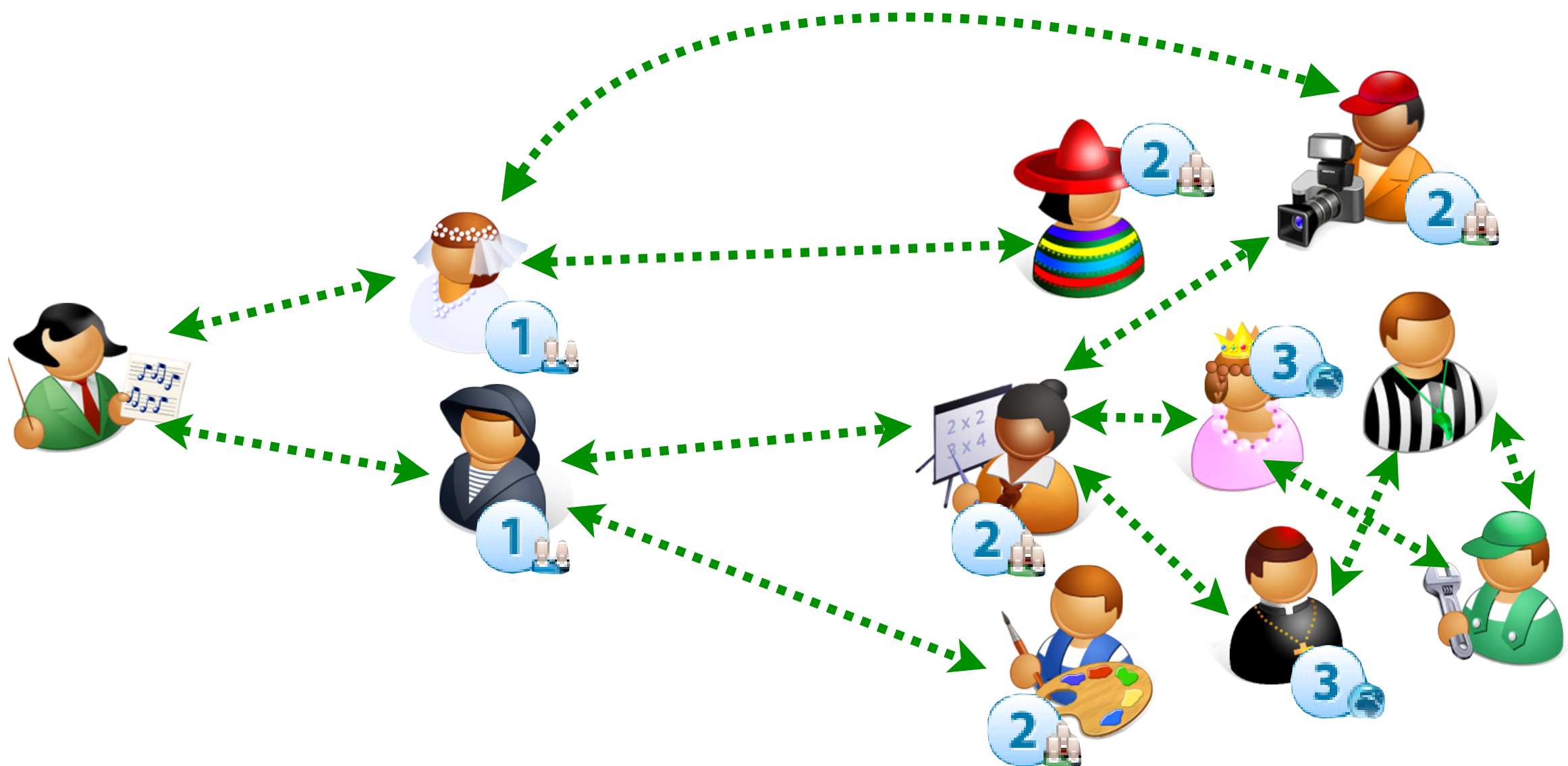
You are at the center of your network. Your connections can introduce you to 5,058,500+ professionals — here's how your network breaks down:

1 	Your Connections Your trusted friends and colleagues	731
2 	Two degrees away Friends of friends; each connected to one of your connections	118,500+
3 	Three degrees away Reach these users through a friend and one of their friends	4,939,200+
Total users you can contact through an Introduction		5,058,500+

29,579 new people in your network since July 13

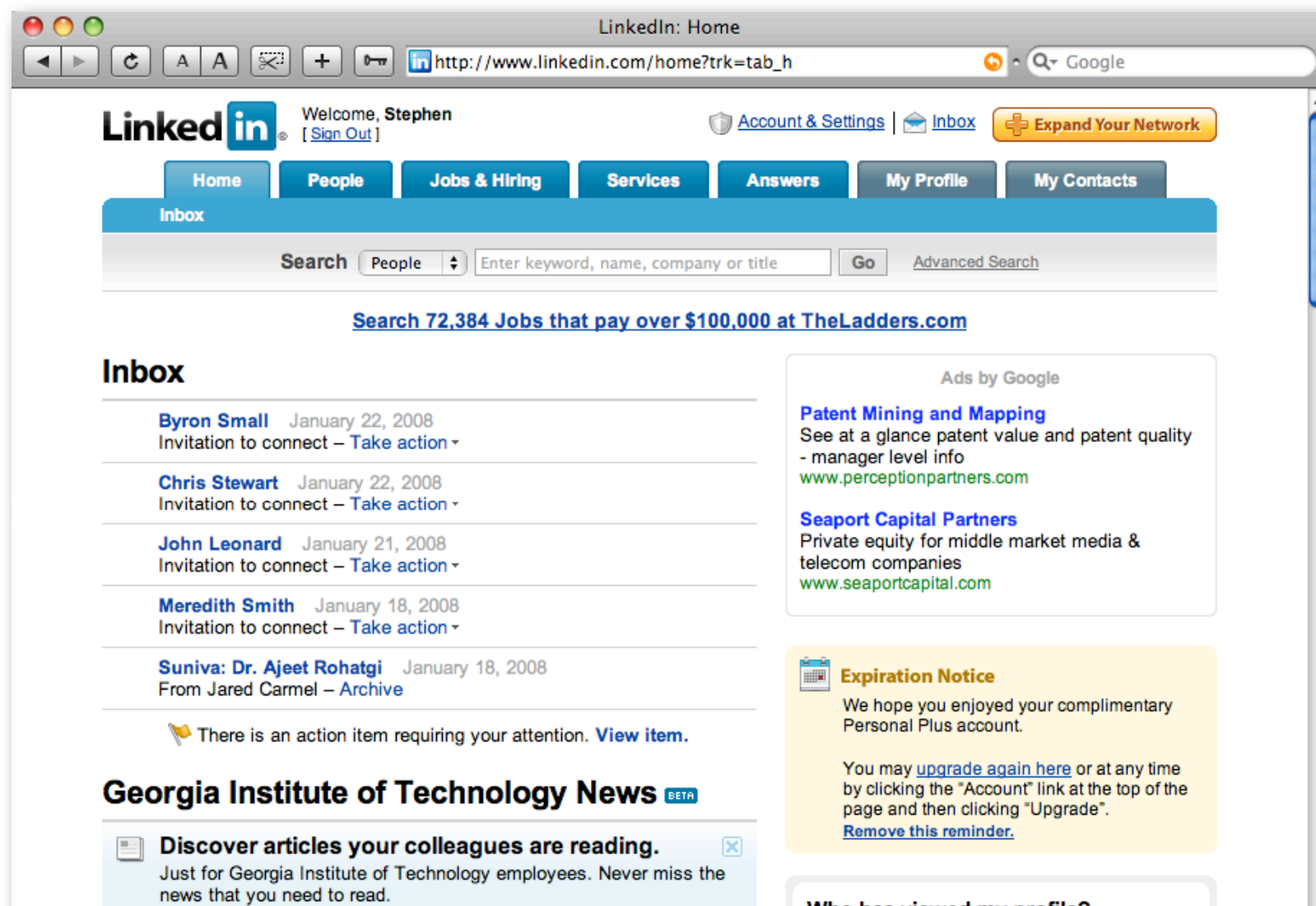
Finding & Contacting Users

- What does “relationship” mean?
- Who can contact me through LinkedIn?



Daily Activity

- Requests to connect
- Request for information
- Requests for referrals



LinkedIn: Home

http://www.linkedin.com/home?trk=tab_h

Google

Welcome, **Stephen** [Sign Out]

Account & Settings | Inbox | Expand Your Network

Home | People | Jobs & Hiring | Services | Answers | My Profile | My Contacts

Inbox

Search People Enter keyword, name, company or title Go Advanced Search

[Search 72,384 Jobs that pay over \\$100,000 at TheLadders.com](#)

Inbox

Byron Small January 22, 2008
Invitation to connect – [Take action](#)

Chris Stewart January 22, 2008
Invitation to connect – [Take action](#)

John Leonard January 21, 2008
Invitation to connect – [Take action](#)

Meredith Smith January 18, 2008
Invitation to connect – [Take action](#)

Suniva: Dr. Ajeet Rohatgi January 18, 2008
From Jared Carmel – [Archive](#)

[View item.](#)

Georgia Institute of Technology News BETA

Discover articles your colleagues are reading. Just for Georgia Institute of Technology employees. Never miss the news that you need to read.

Most Read | **Company** | Competitors | Industry

Ads by Google

Patent Mining and Mapping
See at a glance patent value and patent quality
- manager level info
www.perceptionpartners.com

Seaport Capital Partners
Private equity for middle market media & telecom companies
www.seaportcapital.com

Expiration Notice
We hope you enjoyed your complimentary Personal Plus account.
You may [upgrade again here](#) or at any time by clicking the "Account" link at the top of the page and then clicking "Upgrade".
[Remove this reminder.](#)

Who has viewed my profile?
Your profile has been viewed by 9 people in the last 5 days.

LinkedIn: InMails: Received

http://www.linkedin.com/mbox?displayMBoxItem=&itemID=408 Google

Welcome, **Stephen** [Sign Out] Account & Settings Inbox Expand Your Network

Home People Jobs & Hiring Services Answers My Profile My Contacts

Inbox

Search People Enter keyword, name, company or title Go Advanced Search

Compose message InMails

Inbox

- Action Items (124)
- Messages (5)
- InMails (3)**
- Introductions
- Invitations (43)
- Profiles (2)
- Q&A (25)
- Jobs (45)
- Recommendations (1)

Network Updates ▶

Suniva: Dr. Ajeet Rohatgi

From: [Jared Carmel](#)

InMail Feedback:  **New**

Contact: jared@advancedequities.com
212.292.3631

Date: January 18, 2008

To: Stephen Fleming

Category: Business deal

Status: Pending



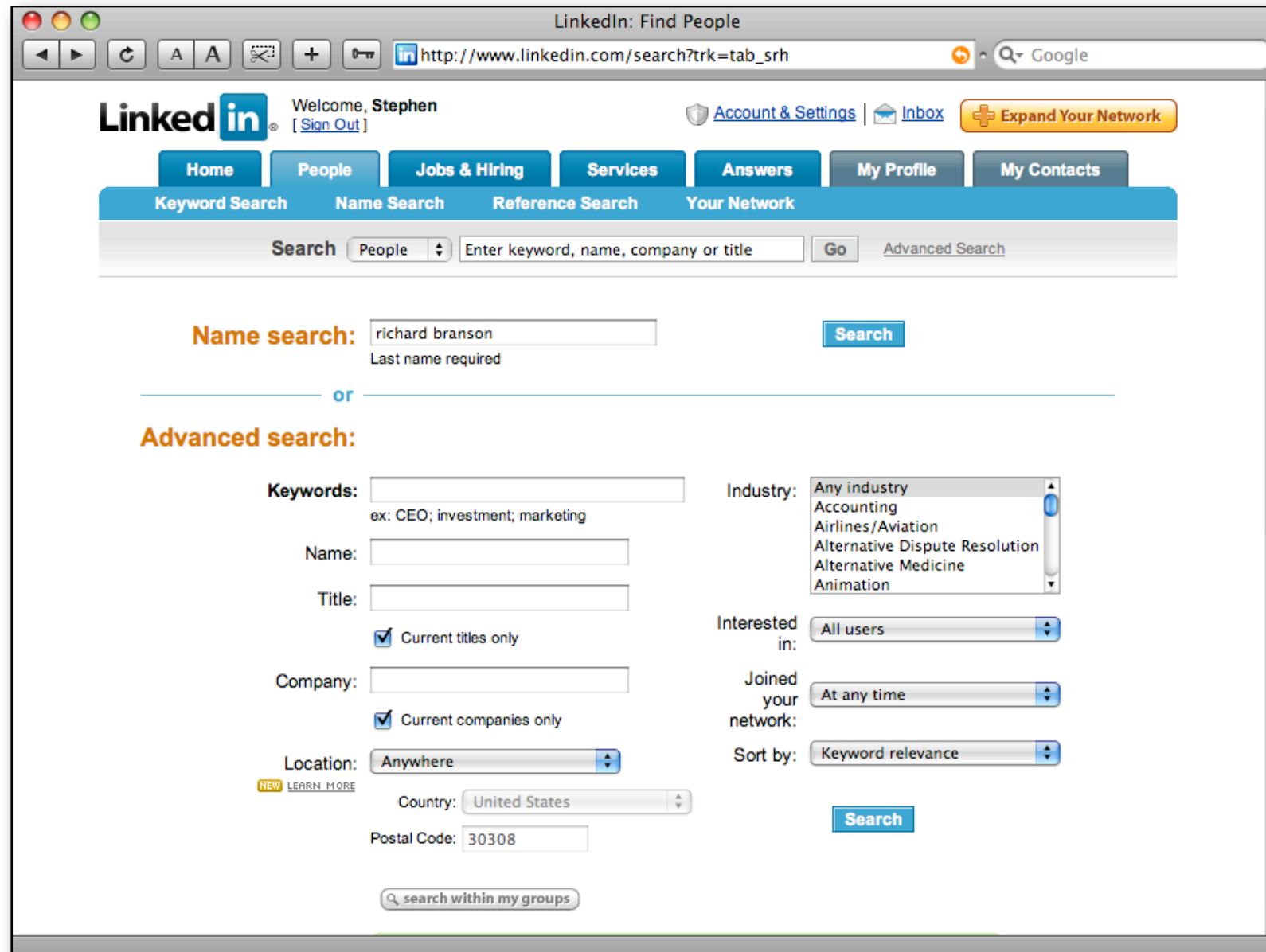
Stephen,

I read your profile and it looks like we may be a good fit. As a former early stage vc and current pro-investor you are probably already familiar with my firm.

As you know I provide access to middle to late stage VC deals seed by NEA, KPCB, Khosla Ventures, Sequoia and Benchmark Capital. I raise \$50-200M in the final round of funding; for CleanTech / GreenTech, communications and semiconductors.

I am reaching out regarding a company called Suniva, The founder Dr. Rohatgi runs the Solar PV Center for Excellence at Georgia-Tech University. We are doing the final round (B) of financing for them.

Finding People by Name



LinkedIn: Find People

http://www.linkedin.com/search?trk=tab_srh

Welcome, Stephen
[Sign Out]

Account & Settings | Inbox | Expand Your Network

Home | People | Jobs & Hiring | Services | Answers | My Profile | My Contacts

Keyword Search | Name Search | Reference Search | Your Network

Search People Enter keyword, name, company or title Go Advanced Search

Name search: richard branson
Last name required

or

Advanced search:

Keywords: ex: CEO; investment; marketing

Name:

Title:

☒ Current titles only

Company:

☒ Current companies only

Location: Anywhere

Country: United States

Postal Code: 30308

Industry: Any industry, Accounting, Airlines/Aviation, Alternative Dispute Resolution, Alternative Medicine, Animation

Interested in: All users

Joined your network: At any time

Sort by: Keyword relevance

Search

search within my groups

LinkedIn: Find People

http://www.linkedin.com/search?trk=tab_srh

Welcome, Stephen [Sign Out] Account & Settings Inbox Expand Your Network

Home People Jobs & Hiring Services Answers My Profile My Contacts

Keyword Search Name Search Reference Search Your Network

Search People Enter keyword, name, company or title Go Advanced Search

Name search: richard branson Last name required Search

Advanced search:

Keywords: ex: CEO; investment; marketing

Name:

Title:

☒ Current titles only

Company:

☒ Current companies only

Location: Anywhere

NEW LEARN MORE

Country: United States

Postal Code: 30308

Industry: Any industry Accounting Airlines/Aviation Alternative Dispute Resolution Alternative Medicine Animation

Interested in: All users

Joined your network: At any time

Sort by: Keyword relevance

Search

search within my groups

LinkedIn: Name Search Results

http://www.linkedin.com/ns?search=&sik=1200632955215&nar Google

Welcome, Stephen [Sign Out] Account & Settings Inbox Expand Your Network

Home People Jobs & Hiring Services Answers My Profile My Contacts

Keyword Search Name Search Reference Search Your Network

Search People Enter keyword, name, company or title Go Advanced Search

[Search 72,384 Jobs that pay over \\$100,000 at TheLadders.com](#)

Name Search Results

We found 7 user in the LinkedIn Network matching your criteria. [refine search results](#)

Name: richard branson

LinkedIn Network [What do these icons mean?](#)

Richard Branson
Business Opportunity
Japan | Management Consulting

Current: VP at Société Générale
Past: CALYON; GOLDMANSACHS

3rd 97

Richard Branson
Attorney at Law Offices of Richard P. Branson
Greater Boston Area | Law Practice

Current: Attorney at Law Offices of Richard P. Branson

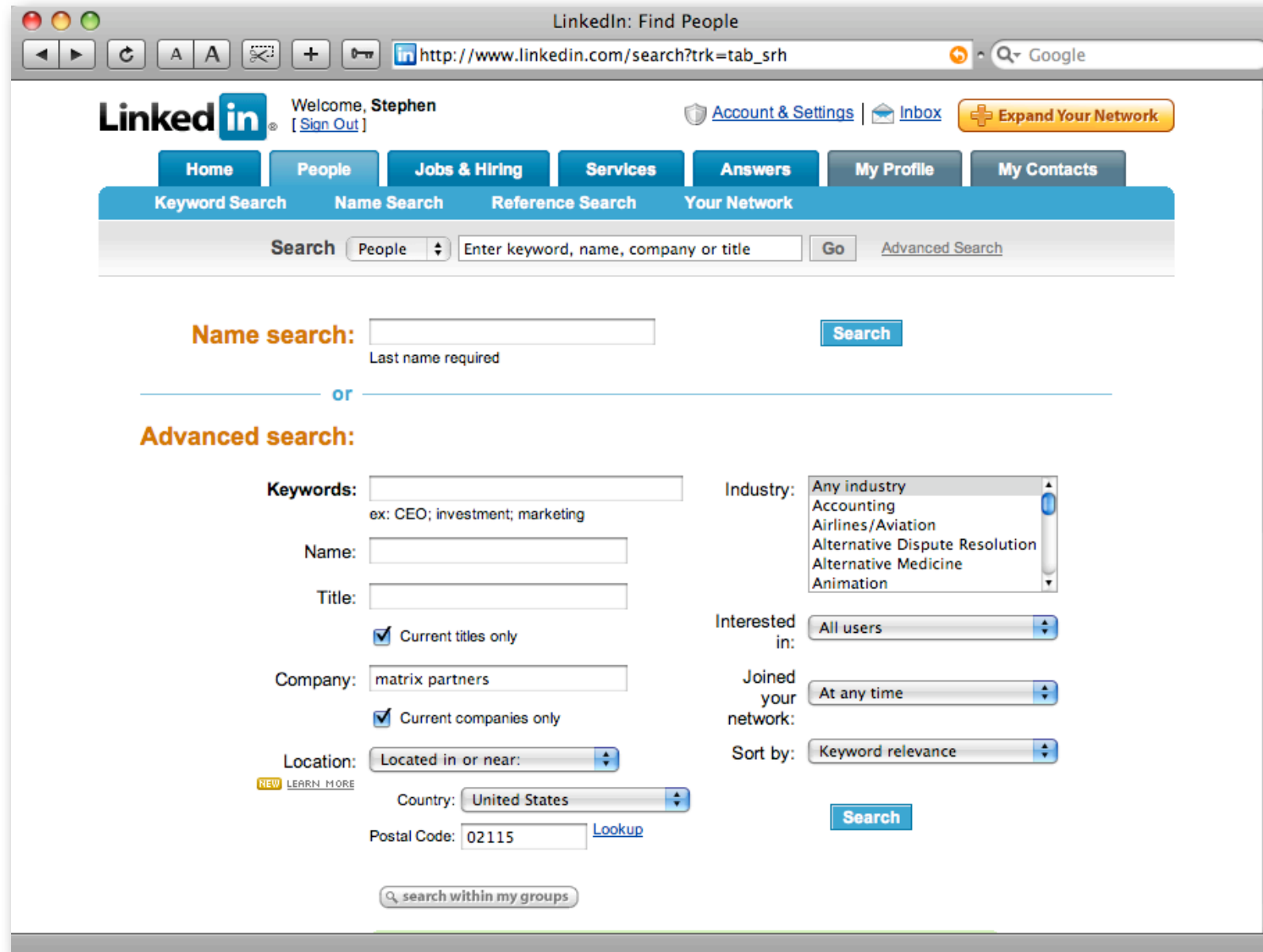
8

Rick Branson
Software Engineer at American Roamer
Greater Memphis Area | Wireless

Current: Software Engineer at American Roamer

5

Finding by Company



LinkedIn: Find People

http://www.linkedin.com/search?trk=tab_srh

Welcome, Stephen
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Keyword Search | Name Search | Reference Search | Your Network

Search People Enter keyword, name, company or title Go Advanced Search

Name search: [Text Input] Search
Last name required

or

Advanced search:

Keywords: [Text Input] ex: CEO; investment; marketing

Name: [Text Input]

Title: [Text Input]

☒ Current titles only

Company: [Text Input] matrix partners

☒ Current companies only

Location: [Text Input] Located in or near: [Dropdown]

NEW LEARN MORE

Country: [Text Input] United States

Postal Code: [Text Input] 02115 [Lookup](#)

Industry: [Dropdown] Any industry, Accounting, Airlines/Aviation, Alternative Dispute Resolution, Alternative Medicine, Animation

Interested in: [Text Input] All users

Joined your network: [Text Input] At any time

Sort by: [Text Input] Keyword relevance

Search

search within my groups

LinkedIn: Find People

http://www.linkedin.com/search?trk=tab_srh

Welcome, Stephen [Sign Out] Account & Settings Inbox Expand Your Network

Home People Jobs & Hiring Services Answers My Profile My Contacts

Keyword Search Name Search Reference Search Your Network

Search People Enter keyword, name, company or title Go Advanced Search

Name search: Last name required Search

or

Advanced search:

Keywords: ex: CEO; investment; marketing

Name:

Title:

Company: matrix partners

Current titles only

Current companies only

Location: Located in or near:

Country: United States

Postal Code: 02115

Industry: Any industry Accounting Airlines/Aviation Alternative Dispute Resolution Alternative Medicine Animation

Interested in: All users

Joined your network: At any time

Sort by: Keyword relevance

Search

LinkedIn: People Search Results

http://www.linkedin.com/search?search=&sik=1200632957641d Google

Welcome, **Stephen** [Sign Out] Account & Settings | Inbox Expand Your Network

Home People Jobs & Hiring Services Answers My Profile My Contacts

Keyword Search Name Search Reference Search Your Network

Search People Enter keyword, name, company or title Go Advanced Search

Bank on the go with Chase Mobile

People Search Results

We found 7 users in your network matching your criteria. refine search results

- Located within: 50 mi (80 km) of 02115, United States • Users currently at: matrix partners
- Sorted by: keyword relevance

Your Network (7) LinkedIn Network (0) What do these icons mean?

Tali Rapaport FEATURED in

Associate at Matrix Partners
Greater Boston Area | Venture Capital & Private Equity

Current: Associate at **Matrix Partners**
Past: Goldman Sachs

3rd 162

David Skok

Partner at Matrix Partners (Venture Capital)
Greater Boston Area | Computer Software

Current: Partner at Matrix Partners, Inc.; Lead Investor and Board Member at Virtual Iron Software;
Partner at **Matrix Partners**; Board Member at SolidWorks Corp.
Past: JBoss; SilverStream Software; SilverStream; Filenet; Watermark... see more

2nd 500+



Stan Reiss

General Partner at Matrix Partners

2nd

David Skok ^{2nd}

Partner at Matrix Partners (Venture Capital)
Greater Boston Area

 [Send InMail](#) [Get introduced through a connection](#) [Add David to your network](#)**Profile**

Recommendations

Current

- **Board Member at Digium, Inc**
- **Lead Investor and Board Member at Virtual Iron Software**
- **Partner at Matrix Partners**

[see all...](#)**Past**

- Board Member and Lead Investor at JBoss
- Chairman and Founder at SilverStream Software
- Chairman, Founder, CEO at SilverStream

[see all...](#)**Recommended**

2 people have recommended David
1 co-worker, 1 partner

Connections

500+ connections

Industry

Computer Software

Websites

- [My Company](#)

Public Profile

<http://www.linkedin.com/in/dskok>

**Summary**

David Skok joined Matrix Partners as a General Partner in May 2001. He has a wealth of experience running companies. David started his first company in 1977 at age 22. Since then David has founded a total of four separate companies and performed one turn around. Three of these companies went public. He joined Matrix from SilverStream Software, which he founded in June

Meet Your Colleagues at CMO

Learn the most successful marketing strategies for competing in today's tech world.

Exchange points of view with the top people in the business.

Discover new and proven marketing methods.

Gain powerful insights from the path-pavers in tech marketing.

Market your company among peers and other influencers.

[More Info: Click Here](#)

**LinkedIn****How you're connected to David****You**

Sunil Dhaliwal
Tom Meredith

^{2nd} David Skok

Finding by Geography



LinkedIn: My Contacts: Connections

http://www.linkedin.com/connections?trk=network_yourcnx

Welcome, Stephen [Sign Out] Account & Settings Inbox Expand Your Network

Home People Jobs & Hiring Services Answers My Profile My Contacts

Connections Invitations Other Contacts Colleagues Classmates

Search People Enter keyword, name, company or title Go Advanced Search

My Connections

[Add Connections](#) [Remove Connections](#)

☐ Show contacts with new connections [advanced options](#)

Showing 22 of 619 connections. 342 outstanding invitations

A	Abowd, Gregory abowd@cc.gatech.edu	Assoc. Prof. at Georgia Tech and Research Consultant	73
B			
C			
D	Abrams, Selah selah.abrams@gmail.com	Broadcast Engineer at Turner Studios / Innovation Team Lead	193
E			
F			
G	Aczel, Andy andy@starfleetlabs.com	Experienced start-up executive	37
H			
I	Adkinson, Mike mike@techlinks.net	Founder & Pointman @ TechLINKS Media	133
J			
K			
L	Aegerter, Daniel aegerter@armada.com	Owner, Armada Investment Group	56
M			
N	Ahamad, Mustaque mustaq@cc.gatech.edu	Professor at Georgia Tech	45
O			
P	Ahmadi-Zenooz, Roushan roushan@blueshorecap....	Partner at BlueShore Capital	437
Q			
R			
S			

Drive an ASTRA, and you'll see the road in a whole new way.

CHICANE TURNS

STRAIGHTAWAY

HAIRPIN TURN

LinkedIn: My Contacts: Connections

http://www.linkedin.com/connections?trk=network_yourcnx

Welcome, **Stephen** [Sign Out] Account & Settings | Inbox Expand Your Network

Home People Jobs & Hiring Services Answers My Profile My Contacts

Connections Invitations Other Contacts Colleagues Classmates

Search People Enter keyword, name, company or title Go Advanced Search

My Connections

+ Add Connections Remove Connections

☐ Show contacts with new connections advanced options

Greater Chicago Area Filter by Industry Reset

342 outstanding sent invitations


M

Murdock, Sean
sean@nanobusiness.org
Executive Director at NanoBusiness Alliance 500+

A
B
C
D
E
F
G
H
I
J
K
L
M
N
O
P
Q

CHASE

**REAL-TIME
INFO
MATTERS.**



Chase Mobile.SM
Online Banking.
Free Security Alerts.

CHASE WHAT MATTERSSM

LinkedIn: Find People

http://www.linkedin.com/search?trk=tab_srh

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Keyword Search Name Search Reference Search Your Network

Search People Enter keyword, name, company or title Go Advanced Search

Name search: Last name required Search

or

Advanced search:

Keywords: ex: CEO; investment; marketing

Name:

Title:

☒ Current titles only

Company:

☒ Current companies only

Location: Located in or near: Country: Post Code: 60601 Lookup

NEW LEARN MORE

Industry: Telecommunications Textiles Think Tanks Tobacco Translation and Localization Transportation/Trucking/Railroad

Interested in: All users

Joined your network: At any time

Sort by: Keyword relevance

Search

search within my groups

LinkedIn: People Search Results

http://www.linkedin.com/search?search=&sik=1200632958289 Google

People Search Results




Showing the first 500 users in your network matching your criteria.

- Located within: 50 mi (80 km) of 60601, United States • Users in Telecommunications
- Sorted by: keyword relevance

[refine search results](#)




Your Network (500) LinkedIn Network [What do these icons mean?](#)

Susan Morgan, PMP
PMP with project, program, PMO, and portfolio experience in telecom and IT industries
(summorgan(at)earthlink.net)
Greater Chicago Area | Telecommunications


16 500+




Current: Project Manager at Cognizant; Project Manager at AT&T; Owner... [see more](#)
Past: Cingular the New AT&T; TekSystems; Cingular; IBS; United;... [see more](#)


Vito Delre
Systems Engineer - [LION]
Greater Chicago Area | Telecommunications


33 500+




Current: Systems Engineer at Delre Solutions (Self-employed)
Past: SunGard; 3com; CommWorks Corporation (A 3Com Company, formerly... [see more](#)

Dave Roberson
Strategic Sourcing, Program, Product Management. - MBA, MS, CPIM, PMP, C.P.M. -
droberson8@aol.com
Greater Chicago Area | Telecommunications


5 500+

Current: Senior Strategic Sourcing Manager - Global Telecom Networks at... [see more](#)
Past: Computer Sciences Corporation; Lucent Technologies; Tellabs; Clorox... [see more](#)
Groups: 

Todd Carothers
Senior Marketing and Business Development Executive (todd.carothers@gmail.com)



Susan Morgan, PMP ^{2nd}

PMP with project, program, PMO, and portfolio experience in telecom and IT industries (summorgan(at)earthlink.net)
Greater Chicago Area

Send InMail **FREE!**

Get introduced through a connection

Add Susan to your network

Profile

Q&A

Recommendations

Current

- Project Manager at Cognizant
- Project Manager at AT&T
- Owner (themmmm@earthlink.net) at The 4M/The MMMM/Morgan's Many Mini Materials (Sole Proprietorship)

Past

- Project Manager - IL/WI Markets at Cingular the New AT&T
- Network Project Manager at TekSystems
- Network Project Manager (via TEKSystems) at Cingular

see all...

Education

- Keller Graduate School of Management of DeVry University
- Keller Graduate School, Masters Telecommunications
- Keller Graduate School, Masters Project Management

see all...

Recommended



16 people have recommended Susan
1 manager, 12 co-workers, 3 partners

Connections



500+ connections

Industry

Telecommunications

Public Profile

http://www.linkedin.com/in/susanmorganpmp



How you're connected to Susan

You

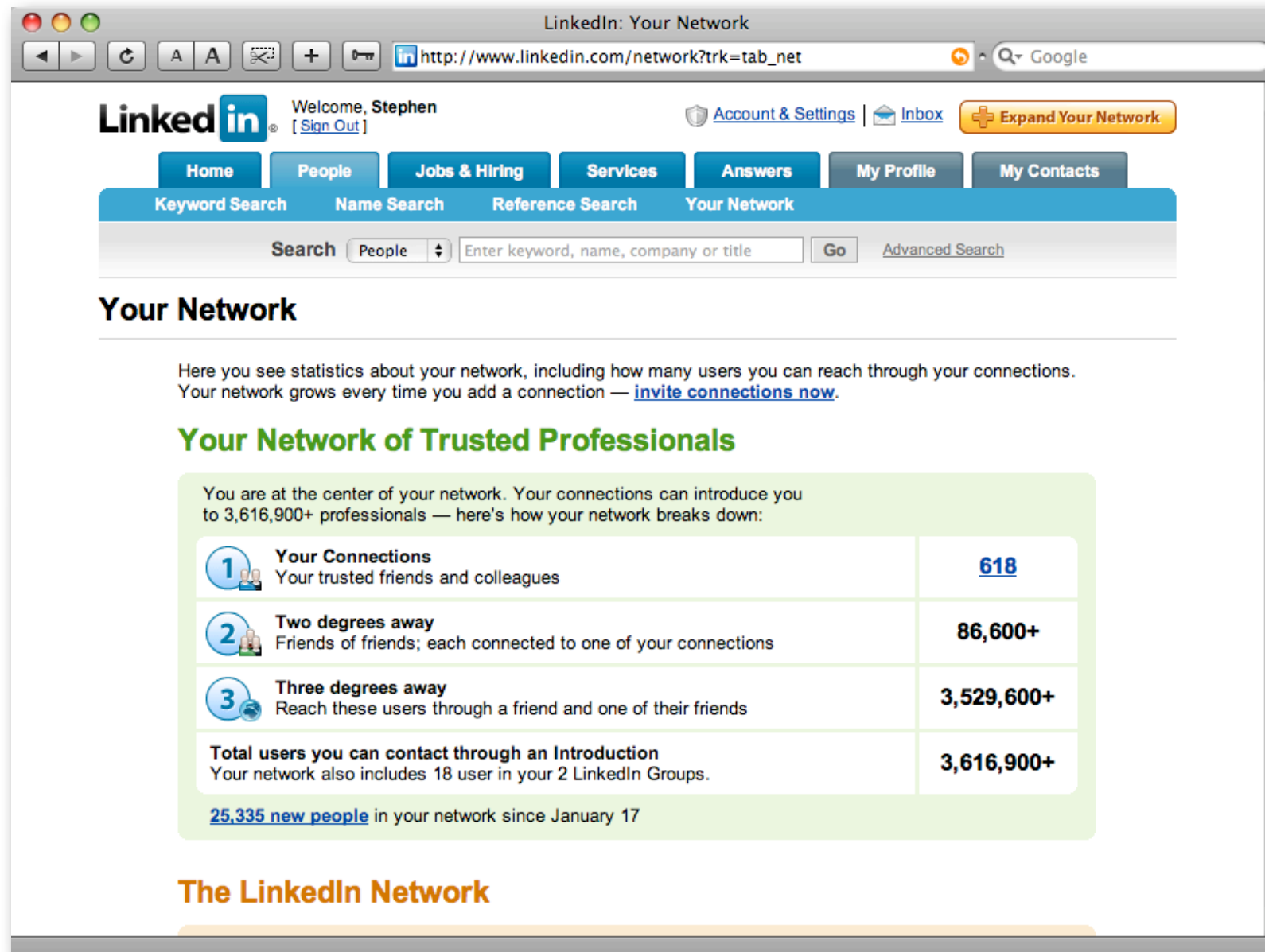


Andy Chen
Kyle G. Porter
Steve Zimba
Andrew 'Flip' Filipowski



^{2nd} Susan Morgan, PMP

Your Network



LinkedIn: Your Network

Welcome, Stephen [Sign Out] Account & Settings | Inbox Expand Your Network

Home People Jobs & Hiring Services Answers My Profile My Contacts

Keyword Search Name Search Reference Search Your Network

Search People Enter keyword, name, company or title Go Advanced Search

Your Network

Here you see statistics about your network, including how many users you can reach through your connections. Your network grows every time you add a connection — [invite connections now](#).

Your Network of Trusted Professionals

You are at the center of your network. Your connections can introduce you to 3,616,900+ professionals — here's how your network breaks down:

1 Your Connections Your trusted friends and colleagues	618
2 Two degrees away Friends of friends; each connected to one of your connections	86,600+
3 Three degrees away Reach these users through a friend and one of their friends	3,529,600+
Total users you can contact through an Introduction Your network also includes 18 user in your 2 LinkedIn Groups.	3,616,900+

[25,335 new people](#) in your network since January 17

The LinkedIn Network

Welcome, **Stephen**
[[Sign Out](#)][Account & Settings](#)[Inbox](#)[Expand Your Network](#)[Home](#)[People](#)[Jobs & Hiring](#)[Services](#)[Answers](#)[My Profile](#)[My Contacts](#)[Keyword Search](#)[Name Search](#)[Reference Search](#)[Your Network](#)**Search**

People

**Go**[Advanced Search](#)

Your Network

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Your Network of Trusted Professionals

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2	Two degrees away Friends of friends; each connected to one of your connections	86,600+
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Total users you can contact through an Introduction Your network also includes 18 user in your 2 LinkedIn Groups.		3,616,900+

[25,335 new people](#) in your network since January 17

The LinkedIn Network

More About Your Network



REGIONAL ACCESS

Top locations in your network:

- 9%  1. [San Francisco Bay Area](#)
- 7%  2. [Greater New York City Area](#)
- 4%  3. [Greater Los Angeles Area](#)
- 4%  4. [Greater Atlanta Area](#)
- 4%  5. [Greater Boston Area](#)

✓ Your region: [Greater Atlanta Area](#): 134,700+ users

Your connections are in 68 locations but your network gives you access to **1,501 additional locations**, including:

- [Lublin Area, Poland](#)
- [Johnstown, Pennsylvania Area](#)
- [Guadalupe Area, Mexico](#)

Fastest growing locations in your network:

1. [Greater New York City Area](#) (2,119 new)
2. [San Francisco Bay Area](#) (1,403 new)
3. [Washington D.C. Metro Area](#) (1,023 new)



INDUSTRY ACCESS

Top industries in your network:

- 14%  1. [Information Technology and Services](#)
- 11%  2. [Computer Software](#)
- 6%  3. [Telecommunications](#)
- 4%  4. [Marketing and Advertising](#)
- 4%  5. [Financial Services](#)

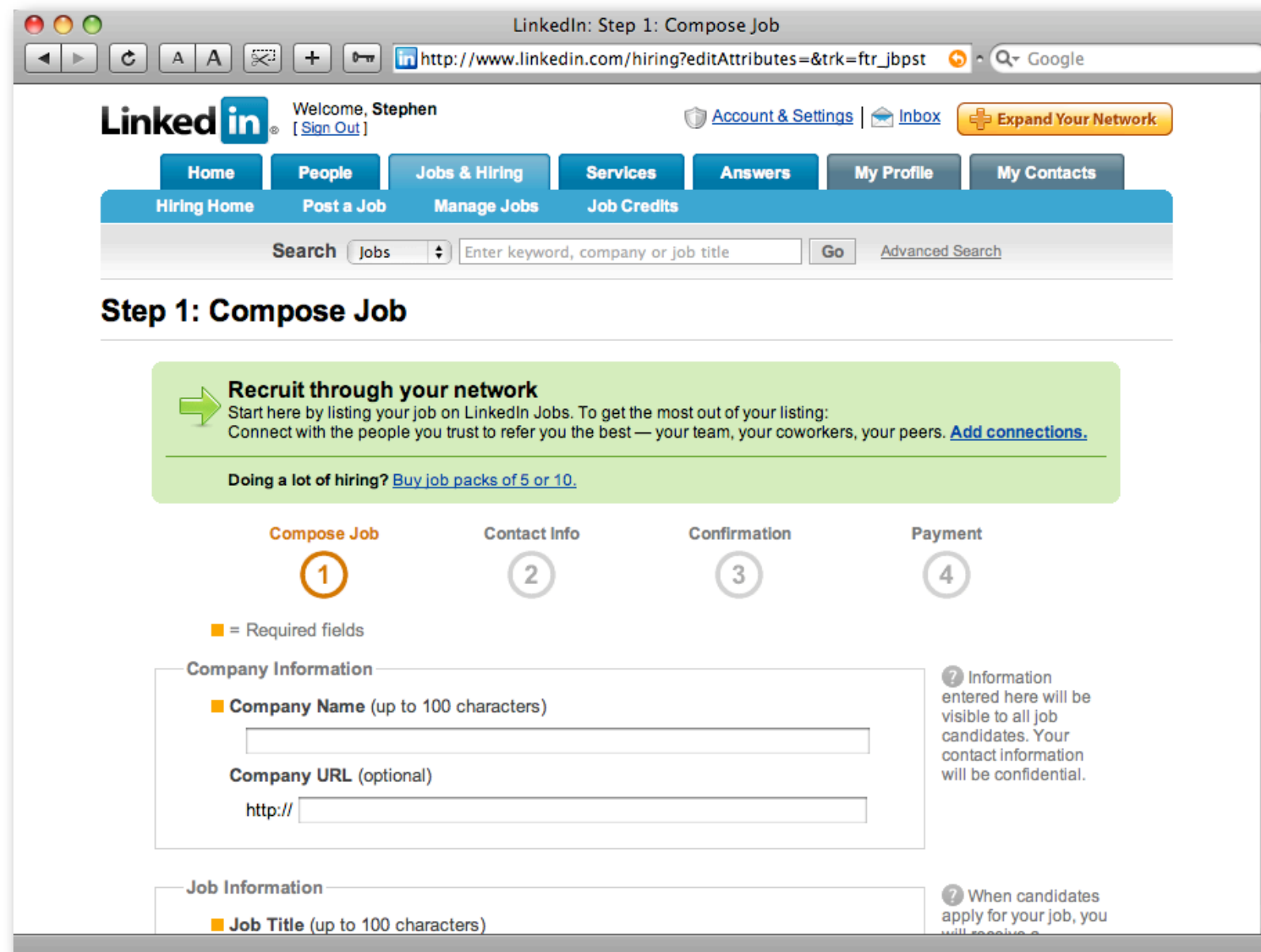
✓ Your industry: [Higher Education](#): 30,900+ users

Your connections are in 81 industries but your network gives you access to **147 additional industries**.

Fastest growing industries in your network:

1. [Information Technology and Services](#) (2,986 new)
2. [Computer Software](#) (2,000 new)
3. [Telecommunications](#) (1,232 new)

Hiring



The screenshot shows the LinkedIn 'Step 1: Compose Job' page. At the top, the browser address bar shows the URL 'http://www.linkedin.com/hiring?editAttributes=&trk=ftr_jbpst'. The LinkedIn header includes the logo, a welcome message for 'Stephen', and links for 'Account & Settings', 'Inbox', and 'Expand Your Network'. Navigation tabs for 'Home', 'People', 'Jobs & Hiring', 'Services', 'Answers', 'My Profile', and 'My Contacts' are present. Below these are sub-tabs for 'Hiring Home', 'Post a Job', 'Manage Jobs', and 'Job Credits'. A search bar is located below the sub-tabs. The main heading is 'Step 1: Compose Job'. A green box with a right-pointing arrow contains the text 'Recruit through your network' and instructions to start by listing a job on LinkedIn Jobs, connecting with team members, coworkers, and peers, with a link to 'Add connections'. Below this is a link for 'Buy job packs of 5 or 10'. A progress bar shows four steps: 'Compose Job' (1, highlighted in orange), 'Contact Info' (2), 'Confirmation' (3), and 'Payment' (4). A legend indicates that orange squares denote 'Required fields'. The 'Company Information' section includes a required 'Company Name' field (up to 100 characters) and an optional 'Company URL' field (starting with 'http://'). A help icon explains that information entered here will be visible to all job candidates and that contact information will be confidential. The 'Job Information' section includes a required 'Job Title' field (up to 100 characters). A help icon explains that when candidates apply, they will receive a notification.

LinkedIn: Step 1: Compose Job


Welcome, Stephen [Sign Out] Account & Settings | Inbox Expand Your Network

Home People Jobs & Hiring Services Answers My Profile My Contacts

Hiring Home Post a Job Manage Jobs Job Credits

Search Jobs Enter keyword, company or job title Go Advanced Search

Step 1: Compose Job

 **Recruit through your network**
Start here by listing your job on LinkedIn Jobs. To get the most out of your listing: Connect with the people you trust to refer you the best — your team, your coworkers, your peers. [Add connections.](#)

Doing a lot of hiring? [Buy job packs of 5 or 10.](#)

Compose Job Contact Info Confirmation Payment

1 2 3 4

■ = Required fields

Company Information
■ **Company Name** (up to 100 characters)

Company URL (optional)
http://

? Information entered here will be visible to all job candidates. Your contact information will be confidential.

Job Information
■ **Job Title** (up to 100 characters)

? When candidates apply for your job, you will receive a notification.

LinkedIn: Step 1: Compose Job

⏪ ⏩ ↺ A A ✂ + 🔑

[http://www.linkedin.com/hiring?editAttributes=&trk=ftr_jbpst](#) 🔍 Google

LinkedIn

Welcome, **Stephen**
[[Sign Out](#)]

Account & Settings

Inbox

Expand Your Network

Home

People

Jobs & Hiring

Services

Answers

My Profile

My Contacts

Hiring Home

Post a Job

Manage Jobs

Job Credits

Search


Jobs

Enter keyword, company or job title

Go

Advanced Search

Step 1: Compose Job



Recruit through your network

Start here by listing your job on LinkedIn Jobs. To get the most out of your listing: Connect with the people you trust to refer you the best — your team, your coworkers, your peers. [Add connections.](#)

Doing a lot of hiring? [Buy job packs of 5 or 10.](#)

Compose Job

Contact Info

Confirmation

Payment

1

2

3

4

■ = Required fields

Company Information

■ **Company Name** (up to 100 characters)

Company URL (optional)

http://

Job Information

■ **Job Title** (up to 100 characters)

Information entered here will be visible to all job candidates. Your contact information will be confidential.

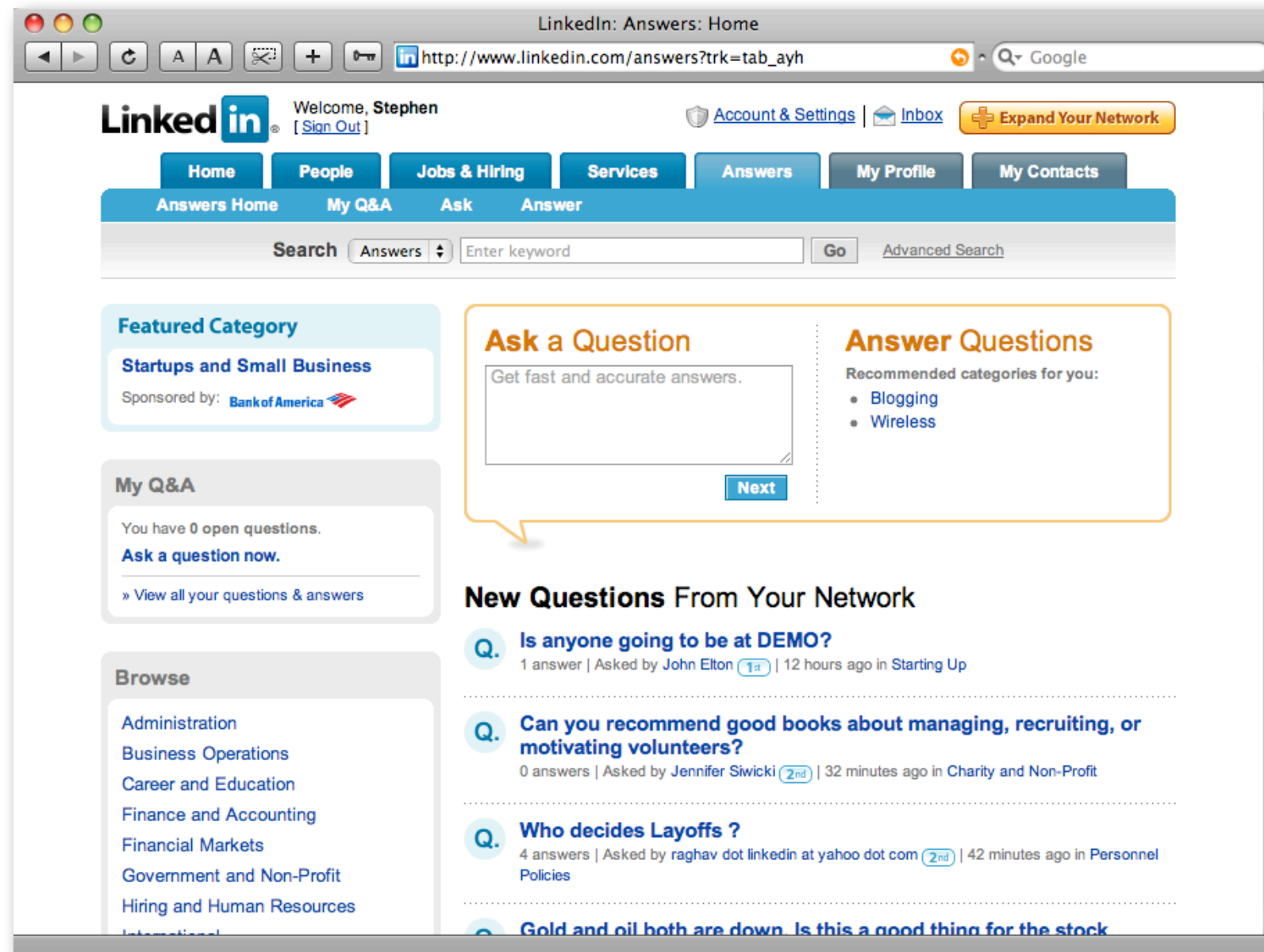
When candidates apply for your job, you will receive a...

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Network Questions



The screenshot shows the LinkedIn Answers homepage in a web browser window. The browser's address bar displays the URL http://www.linkedin.com/answers?trk=tab_ayh. The page features a navigation bar with tabs for Home, People, Jobs & Hiring, Services, Answers (selected), My Profile, and My Contacts. Below this is a sub-navigation bar for Answers Home, My Q&A, Ask, and Answer. A search bar is located below the navigation, with a dropdown menu set to 'Answers' and a 'Go' button. The main content area is divided into several sections: 'Featured Category' (Startups and Small Business, sponsored by Bank of America), 'My Q&A' (You have 0 open questions, Ask a question now, View all your questions & answers), 'Browse' (a list of categories including Administration, Business Operations, Career and Education, Finance and Accounting, Financial Markets, Government and Non-Profit, Hiring and Human Resources, and International), 'Ask a Question' (Get fast and accurate answers, Next button), 'Answer Questions' (Recommended categories for you: Blogging, Wireless), and 'New Questions From Your Network' (a list of questions with their respective answers and timestamps).

LinkedIn: Answers: Home

Welcome, Stephen [Sign Out] Account & Settings | Inbox Expand Your Network

Home People Jobs & Hiring Services Answers My Profile My Contacts

Answers Home My Q&A Ask Answer

Search Answers Enter keyword Go Advanced Search

Featured Category

Startups and Small Business

Sponsored by: Bank of America

My Q&A

You have 0 open questions.

[Ask a question now.](#)

[» View all your questions & answers](#)

Browse

- Administration
- Business Operations
- Career and Education
- Finance and Accounting
- Financial Markets
- Government and Non-Profit
- Hiring and Human Resources
- International

Ask a Question

Get fast and accurate answers.

[Next](#)

Answer Questions

Recommended categories for you:

- Blogging
- Wireless

New Questions From Your Network

- Q. Is anyone going to be at DEMO?**
1 answer | Asked by John Elton (1st) | 12 hours ago in Starting Up
- Q. Can you recommend good books about managing, recruiting, or motivating volunteers?**
0 answers | Asked by Jennifer Siwicki (2nd) | 32 minutes ago in Charity and Non-Profit
- Q. Who decides Layoffs ?**
4 answers | Asked by raghav dot linkedin at yahoo dot com (2nd) | 42 minutes ago in Personnel Policies
- Q. Gold and oil both are down. Is this a good thing for the stock**



Welcome, **Stephen**
[[Sign Out](#)]



[Account & Settings](#)



[Inbox](#)



[Expand Your Network](#)

[Home](#)

[People](#)

[Jobs & Hiring](#)

[Services](#)

[Answers](#)

[My Profile](#)

[My Contacts](#)

[Answers Home](#)

[My Q&A](#)

[Ask](#)

[Answer](#)

Search

Answers

Enter keyword

Go

[Advanced Search](#)

Featured Category

Startups and Small Business

Sponsored by: [Bank of America](#)

My Q&A

You have **0** open questions.

[Ask a question now.](#)

» [View all your questions & answers](#)

Browse

Administration
Business Operations
Career and Education
Finance and Accounting
Financial Markets
Government and Non-Profit
Hiring and Human Resources
International

Ask a Question

Get fast and accurate answers.

Next

Answer Questions

Recommended categories for you:

- [Blogging](#)
- [Wireless](#)

New Questions From Your Network



Is anyone going to be at DEMO?

1 answer | Asked by John Elton (1st) | 12 hours ago in Starting Up



Can you recommend good books about managing, recruiting, or motivating volunteers?

0 answers | Asked by Jennifer Siwicki (2nd) | 32 minutes ago in Charity and Non-Profit



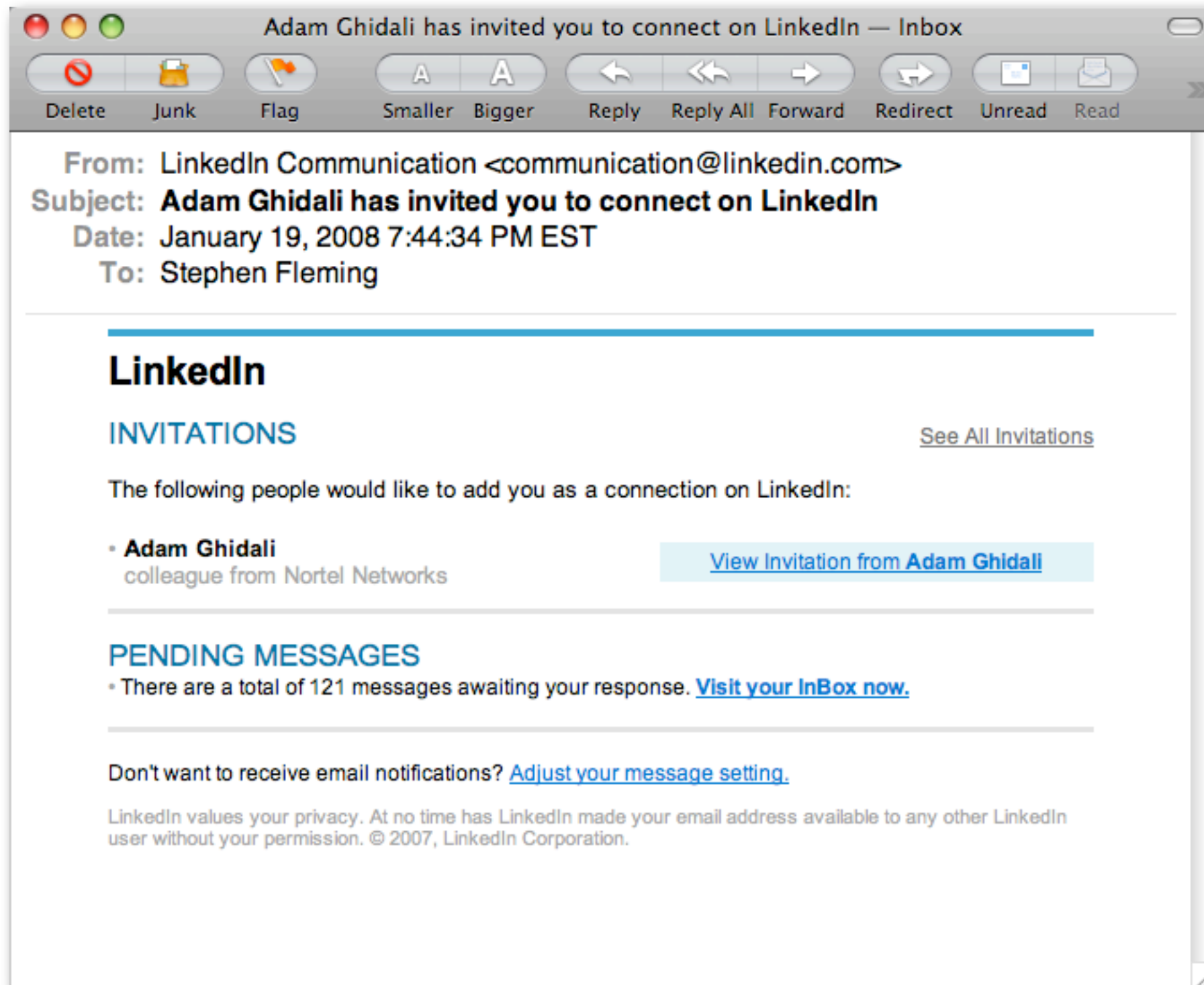
Who decides Layoffs ?

4 answers | Asked by raghav dot linkedin at yahoo dot com (2nd) | 42 minutes ago in Personnel Policies



Gold and oil both are down. Is this a good thing for the stock

Connect through Email



Current Email Addresses:

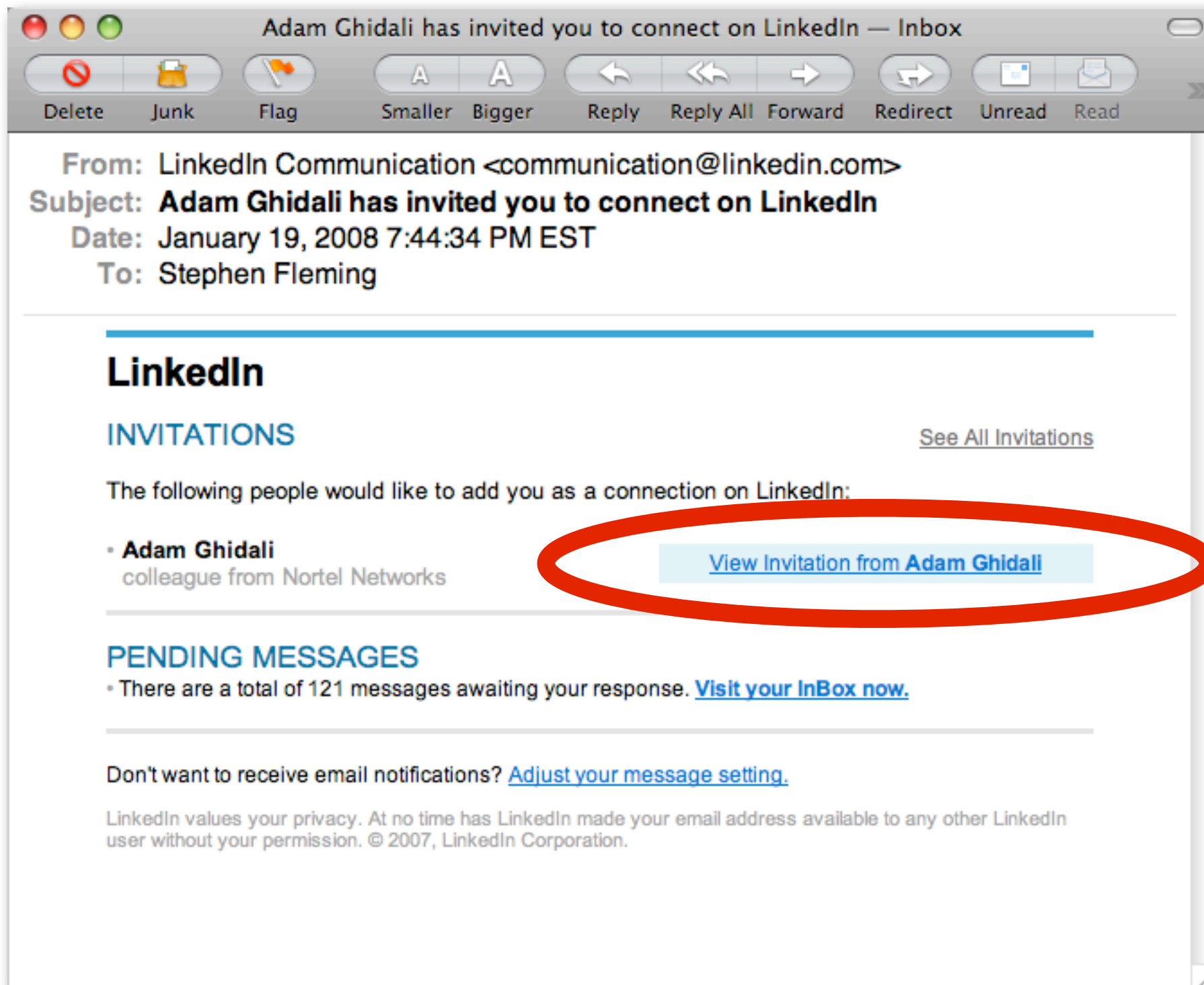
Choose a primary email address that you would like all messages sent to:

<input checked="" type="radio"/>	stephen@fleming.name	Primary Address	Confirmed
<input type="radio"/>	fleming@mindspring.com		Confirmed
<input type="radio"/>	stephen.fleming@atdc.org		Confirmed
<input type="radio"/>	fleming@m31.com		Confirmed
<input type="radio"/>	sfleming@eglventures.com		Confirmed
<input type="radio"/>	stephen.fleming@dupree.gatech.edu		Confirmed
<input type="radio"/>	fleming@eglventures.com		Confirmed
<input type="radio"/>	sfleming@eglventures.com		Confirmed
<input type="radio"/>	fleming4@m31.com		Confirmed
<input type="radio"/>	sfleming.phys83@gtalumni.org		Confirmed
<input type="radio"/>	stephen.fleming@mgt.gatech.edu		Confirmed
<input type="radio"/>	stephen.fleming@venturelab.gatech.edu		Confirmed
<input type="radio"/>	stephen.fleming@edi.gatech.edu		Confirmed
<input type="radio"/>	fleming@gatech.edu		Confirmed
<input type="radio"/>	stephen.fleming@innovate.gatech.edu		Confirmed
<input type="radio"/>	stephen.fleming@gmail.com		Unconfirmed

Make Primary

Remove

Send Confirmation Message



LinkedIn: Invitations: Received

http://www.linkedin.com/mbox?displayMBoxItem=&itemID=40854: Google

Welcome, Stephen [Sign Out] Account & Settings Inbox Expand Your Network

Home People Jobs & Hiring Services Answers My Profile My Contacts

Inbox

Search People Enter keyword, name, company or title Go Advanced Search

Compose message Invitations ? Which invitations should you accept?

Inbox

- Action Items (124)
- Messages (5)
- InMails (3)
- Introductions
- Invitations (43)**
- Profiles (2)
- Q&A (25)
- Jobs (45)
- Recommendations (1)

Network Updates ▸

Join my network on LinkedIn

From: Adam Ghidali
Date: January 18, 2008
To: Stephen Fleming
Status: Pending

Adam Ghidali has indicated you are a Past Colleague at Nortel Networks:

Since you are a person I trust, I wanted to invite you to join my network on LinkedIn.

Accept Don't know Adam Archive Reply Flag as Spam

Change your invitation notification settings

LinkedIn: Accepted Invitations

https://www.linkedin.com/secure/login

Welcome, Stephen [Sign Out] Account & Settings Inbox Expand Your Network

Home People Jobs & Hiring Services Answers My Profile My Contacts

Connections Invitations Other Contacts Colleagues Classmates

Search People Enter keyword, name, company or title Go Advanced Search

✓ You and Adam Ghidali are now connected.

Your new connection:

Adam Ghidali

341 connections

Send Message to Adam

See your other invitations

People you may know

Find classmates »

Find colleagues »

You

- Edit My Profile
- Account & Settings
- Email Addresses
- Inbox
- Recommendations

Your Network

- Add Connections
- My Contacts
- Colleagues
- Classmates
- Groups

Tools

- Overview
- Outlook Toolbar
- Browser Toolbar
- JobsInsider

Premium Features

- Post a Job
- Manage Jobs
- Corporate Solutions
- Upgrade Your Account

Company Info

- About LinkedIn
- LinkedIn Blog
- LinkedIn Store
- Customer Service
- Help & FAQ

Search People Enter keyword, name, company or title Go Advanced Search

Get your free LinkedIn toolbar - search, build your network & more.



Welcome, **Stephen**
[[Sign Out](#)]



[Account & Settings](#)



[Inbox](#)



[Expand Your Network](#)

[Home](#)

[People](#)

[Jobs & Hiring](#)

[Services](#)

[Answers](#)

[My Profile](#)

[My Contacts](#)

[Connections](#)

[Invitations](#)

[Other Contacts](#)

[Colleagues](#)

[Classmates](#)

Search

People



Enter keyword, name, company or title

Go

[Advanced Search](#)



Forward this profile

[Go back to Home Page](#)

Adam Ghidali 1st

Owner and Founder, Diligence Consulting www.diligence-consulting.net

[Other](#)



[Recommend this person](#)



[Send a message](#) **NEW!**



[Download vCard](#)

Profile

[Recommendations](#)

Current

- **Managing Partner at Diligence Consulting**

Past

- Vice President at I.D. Systems
- Vice President at Sybase
- Vice President at Telcordia Technologies

[see all...](#)

Education

- INSEAD
- London School of Business
- University of Illinois

Connections



342 connections

Industry

[Management Consulting](#)

Websites

- [My Company](#)

Public Profile

<http://www.linkedin.com/pub/1/621/3a4>

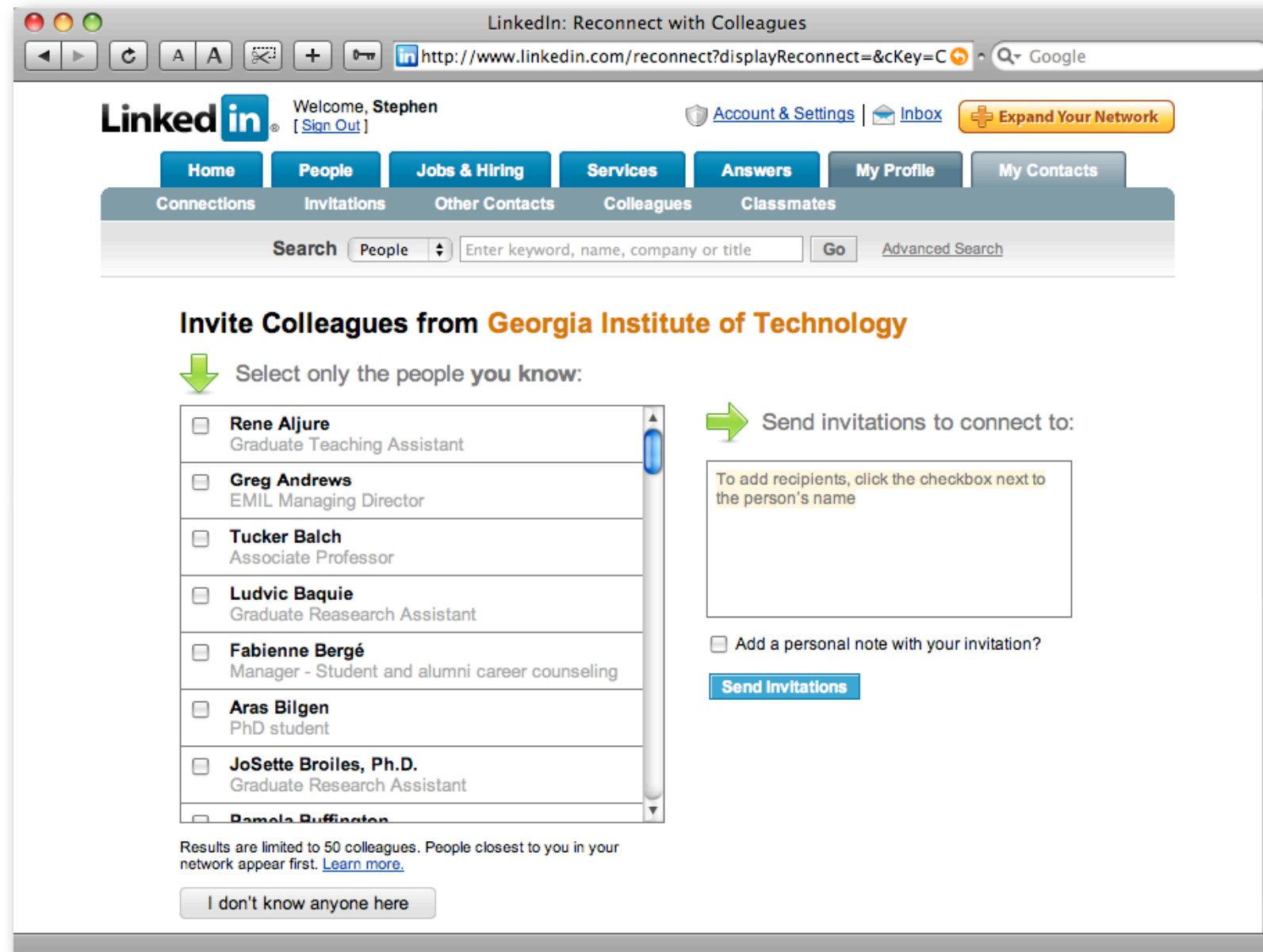
The Ladders[®]

SEARCH JOBS

ONLY \$100k+ JOBS



Connect thru Georgia Tech



LinkedIn: Reconnect with Colleagues

Welcome, Stephen [Sign Out] Account & Settings | Inbox Expand Your Network

Home People Jobs & Hiring Services Answers My Profile My Contacts

Connections Invitations Other Contacts Colleagues Classmates

Search People Enter keyword, name, company or title Go Advanced Search

Invite Colleagues from Georgia Institute of Technology

Select only the people you know:

- ☐ Rene Aljure Graduate Teaching Assistant
- ☐ Greg Andrews EMIL Managing Director
- ☐ Tucker Balch Associate Professor
- ☐ Ludvic Baquie Graduate Research Assistant
- ☐ Fabienne Bergé Manager - Student and alumni career counseling
- ☐ Aras Bilgen PhD student
- ☐ JoSette Broiles, Ph.D. Graduate Research Assistant
- ☐ Pamela Buffington

Results are limited to 50 colleagues. People closest to you in your network appear first. [Learn more.](#)

I don't know anyone here

Send invitations to connect to:

To add recipients, click the checkbox next to the person's name

☐ Add a personal note with your invitation?

Send Invitations

LinkedIn: My Contacts: Colleagues

http://www.linkedin.com/reconnect?displayCategories=&trk=tab Google

[View all Asankya](#)

Georgia Institute of Technology Colleagues Last checked: 9/08/2007

[Find new](#) [View all](#)

Georgia Tech Colleagues Last checked: 9/08/2007

[Find new](#) [View all](#)

Seraph Group Colleagues Last checked: 7/02/2007

[Find new](#) [View all](#)

XCOR Aerospace Colleagues Last checked: 11/21/2005

[Find new](#) [View all](#)

Past Position(s)

EGL Ventures Colleagues Last checked: 8/28/2004

[Find new](#) [View all](#)

Advanced Technology Development Center Colleagues Last checked: 6/08/2005

[Find new](#) [View all](#)

LinkedIn: Reconnect with Colleagues

◀ ▶ ↺ 🔍 ⌕

http://www.linkedin.com/reconnect?displayReconnect=&cKey=C

Google

LinkedIn

Welcome, Stephen
[Sign Out]

Account & Settings | Inbox

Expand Your Network

Home

People

Jobs & Hiring

Services

Answers

My Profile

My Contacts

Connections

Invitations

Other Contacts

Colleagues

Classmates

Search

People

Enter keyword, name, company or title

Go

Advanced Search

Invite Colleagues from Georgia Institute of Technology

↓

Select only the people you know:

☐ Rene Aljure
Graduate Teaching Assistant

☐ Greg Andrews
PhD student

☐ Tucker Balch
Associate Professor

☐ Ludvic Baquie
Graduate Research Assistant

☐ Fabienne Bergé
Manager - Student and alumni career counseling

☐ Aras Bilgen
PhD student

☐ JoSette Broiles, Ph.D.
Graduate Research Assistant

☐ Pamela Buffington

Results are limited to 50 colleagues. People closest to you in your network appear first. [Learn more.](#)

I don't know anyone here

➡ Send invitations to connect to:

To add recipients, click the checkbox next to the person's name

☐ Add a personal note with your invitation?

Send Invitations

01/21/2008

LinkedIn and your Professional Network

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LinkedIn: Reconnect with Colleagues

http://www.linkedin.com/reconnect?displayReconnect=&cKey=C

Welcome, Stephen [Sign Out] Account & Settings Inbox Expand Your Network

Home People Jobs & Hiring Services Answers My Profile My Contacts

Connections Invitations Other Contacts Colleagues Classmates

Search People Enter keyword, name, company or title Go Advanced Search

Invite Colleagues from Georgia Institute of Technology

Select only the people you know:

- ☐ Rene Aljure Graduate Teaching Assistant
- ☐ Greg Andrews EMIL Managing Director
- ☒ Tucker Balch Associate Professor
- ☐ Ludvic Baquie Graduate Research Assistant
- ☐ Fabienne Bergé Manager - Student and alumni career counseling
- ☐ Aras Bilgen PhD student
- ☐ JoSette Broiles, Ph.D. Graduate Research Assistant
- ☐ Pamela Buffington

Results are limited to 50 colleagues. People closest to you in your network appear first. [Learn more.](#)

I don't know anyone here

Send invitations to connect to:

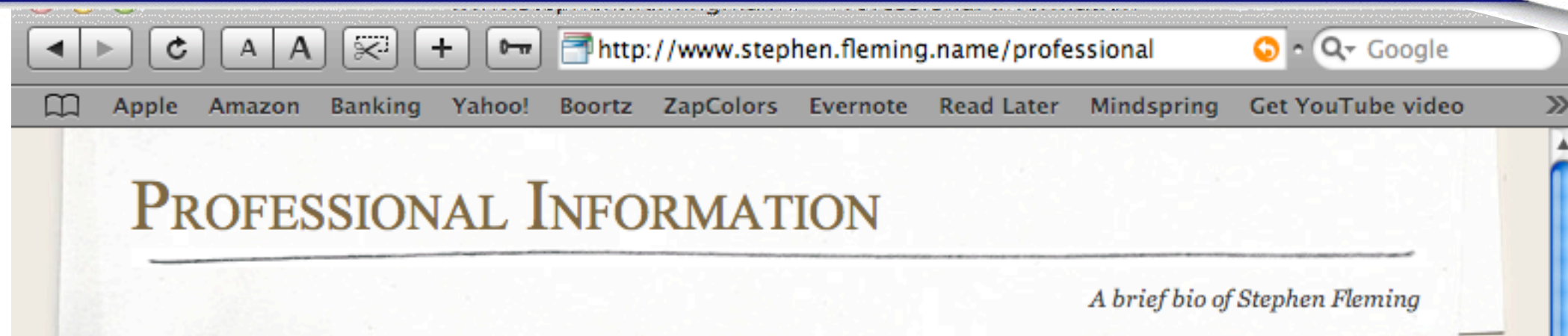
- ☒ Tucker Balch

☒ Add a personal note with your invitation?

Hey... just noticed you on LinkedIn. Want to connect? --Stephen

Send Invitations

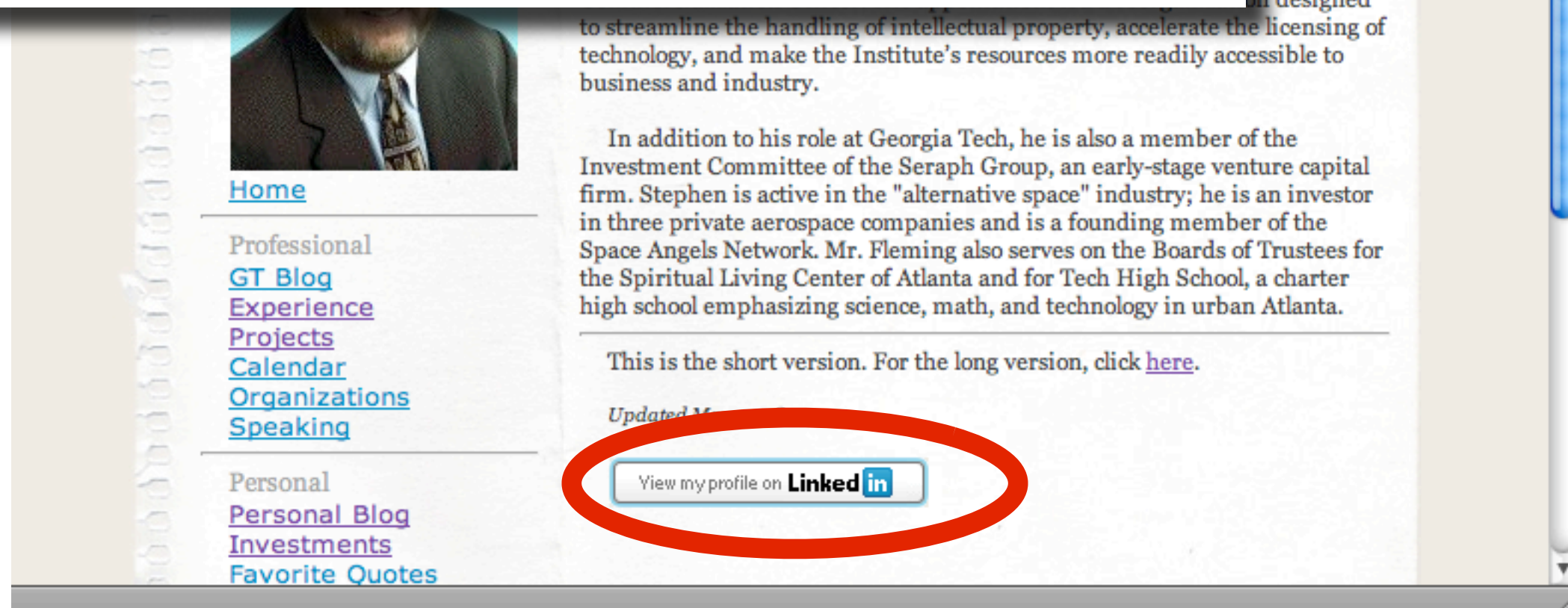
Helping Others Link to You



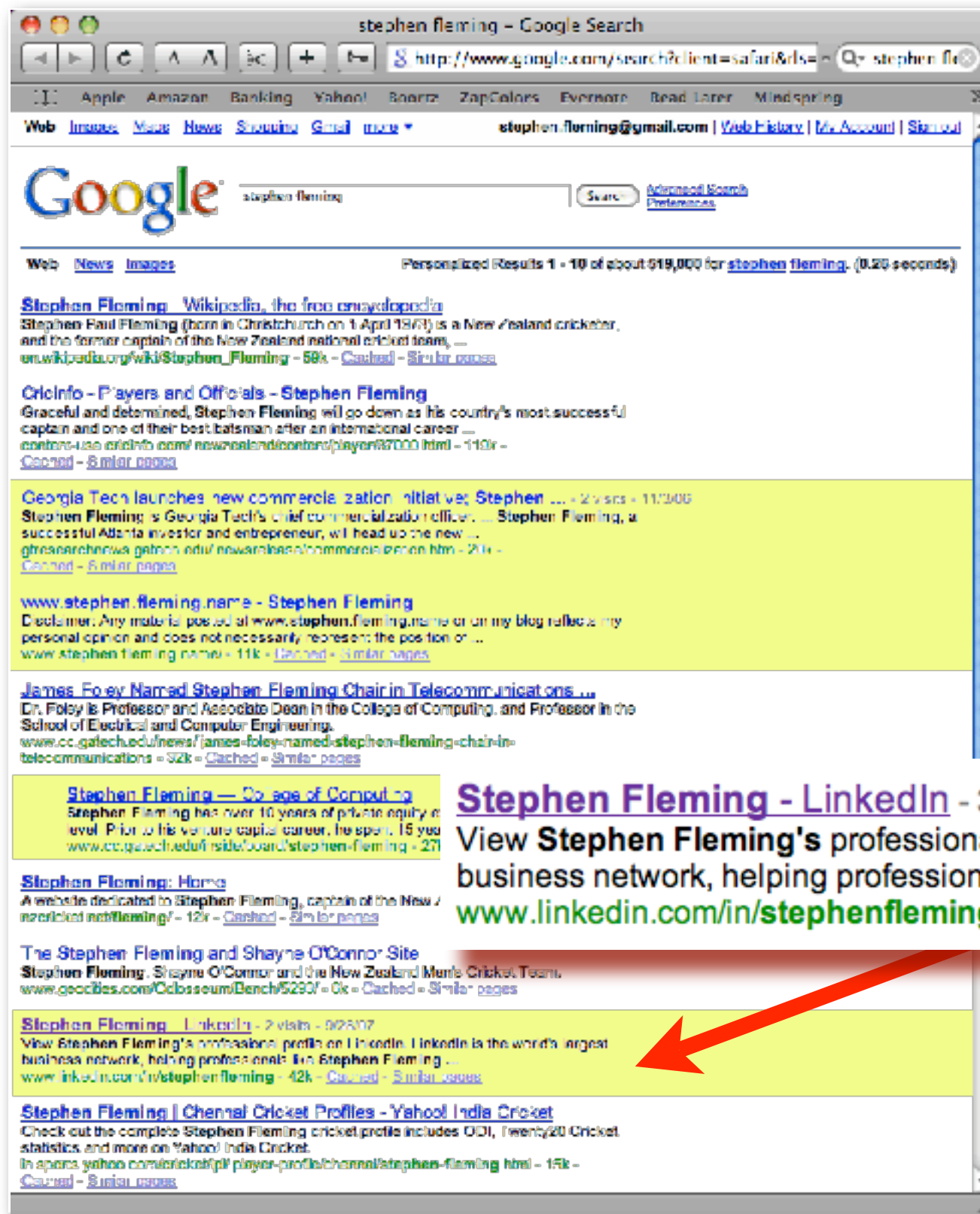
Public Profile

Your public profile displays **full** profile information.

<http://www.linkedin.com/in/stephenfleming>



Google Searches



Stephen Fleming - LinkedIn - 3 visits - 1:10pm
View Stephen Fleming's professional profile on LinkedIn. LinkedIn is the world's largest business network, helping professionals like Stephen Fleming ...
www.linkedin.com/in/stephenfleming - 42k - [Cached](#) - [Similar pages](#)

- Write your profile.
- Upload your address book from home and work emails.
- Invite a select few people.
- Experiment with questions and links.
- Grow your network over time.

Stephen Fleming
Chief Commercialization Officer
Georgia Institute of Technology

`<fleming@gatech.edu>`

`<http://www.linkedin.com/in/stephenfleming>`

(404) 385-2360