

CAREERS 1983

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
April						
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30

Calendar content for April:

- Monday, April 11: Interviews: Pacific Missile Test Center, GTE/Accounting
- Tuesday, April 12: Marion Lab Interviews, Cambridge Plan Interviews
- Wednesday, April 13: Bullocks Interviews, Computer Science Corp. Interviews, Commodore
- Thursday, April 14: Interviews: Comptek Research, Hydraulics
- Friday, April 15: Interviews: Union Bank
- Saturday, April 16: Visit Placement Center
- Monday, April 17: Interviews: US Navy
- Tuesday, April 18: Interviews: US Navy
- Wednesday, April 19: Interviews: US Navy
- Thursday, April 20: Interviews: US Navy, KMAET Apparel
- Friday, April 21: Interviews: Peace Corps, Naval Ocean Systems Center, Naval Underwater Systems
- Saturday, April 22: Interviews: Peace Corps, Fairchild Xicom, GTE/Engineering
- Monday, April 24: Interviews: Fairchild Hybrid
- Tuesday, April 25: Interviews: New York Life
- Wednesday, April 26: Interviews: Calgon
- Thursday, April 27: Interviews: Travelers Ins., CALPIRG, IDS Marketing
- Friday, April 28: Interviews: Uni-Lab

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
May						
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Calendar content for May:

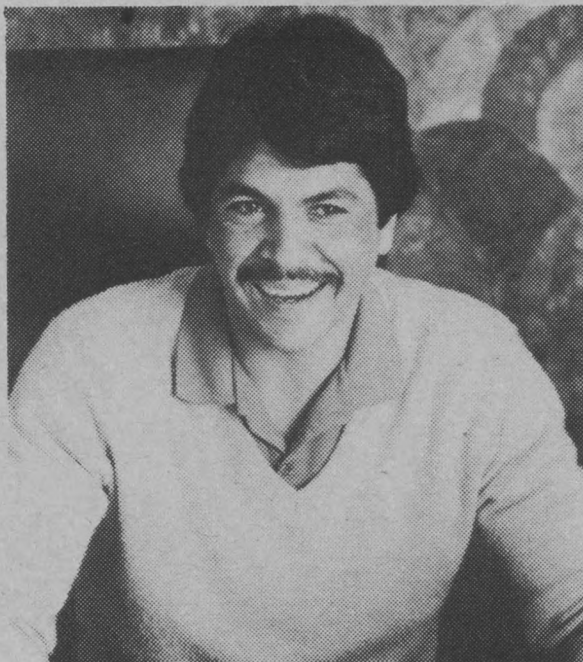
- Monday, May 2: Interviews: Factory Mutual Engineering
- Wednesday, May 10: Interviews: Syscon
- Thursday, May 11: Interviews: Raytheon
- Friday, May 12: Interviews: Bendix Oceanic
- Monday, May 15: Mother's Day
- Friday, May 20: Armed Forces Day

An Advertising Supplement to the
Daily Nexus

What Do These Santa Barbara Business College Graduates Have To Smile About?



Sarah Garretson, Ambrecht & Worsley
Graduate of Executive Secretarial Program



Ylde Osuna, St. Paul Cleaners
Graduate of Professional Accounting Program



Esther Miller, I. Magnin
Graduate of Fashion Merchandising Program

Great Careers!

It's never hard to spot a Santa Barbara Business College Graduate—they've got that special look of someone who's worked hard for success—and made it!

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If you've got the drive, we can prepare you for the career you've always dreamed of. Call Susan Star today at 963-8681—Don't you owe it to yourself?

Santa Barbara Business College

740 State Street

963-8681

Wouldn't it be great if someone would create a computer that would take all our personal characteristics into consideration and then return a perfect occupation? Subsequently, it could show us where this occupation was available and place us directly in a job with a starting salary of \$40,000 and upward mobility.

I tend to think, however, that if career planning was that easy I'd probably be bored and resentful. Like many others, it's true that I don't know "what I'm going to be" or even where I eventually want to live. I usually smile and tactfully change the subject when someone asks me what I plan to do after graduation. Still, the reality of "life after school" is often in the back of my head. It will grip me at odd times — while I'm making dinner, when I lie down to sleep, or when I'm out running. The uncomfortable fear will emerge in the form of the question, "What am I going to do?"

Ignoring the choice of finding a career goal is probably the easiest method of dealing with the problem. I'm not sure, however, if it will allow me the best decision. So, I've had to tackle the problem directly. I've chosen to go ahead and put the time into formulating a career goal to find out what to do with my life.

Well, the first thing I learned at the Career Center was that career planning is a process and I'm better off viewing it as a number of decisions that I'll be making over my lifetime rather than one decision that I'll follow for the next fifty years. Career choice as a process, each decision opening different doors and closing others, is an interesting concept to consider. It certainly takes away the pressure of one huge decision, but the burden of insecurity with my future is still present. Relief of that burden lies in understanding what encompasses the process of career development.

Resources at the Counseling, Career Planning and Placement services have helped me to develop the skills that will let me make my future choices effectively.

The "who, what, where" theory breaks career planning into three sections, each distinct and equally crucial in making satisfying career decisions. The "who" state is extremely important and probably most often overlooked. While working on this area I concentrated on finding out who I am. In order to know what it is I want and what careers will most satisfy me, it is essential that I know who I am. Since this sounds like a simple or even absurd task, it is many times skipped. But I was amazed at how valuable it was to focus on my interests, past experience, behavioral characteristics, aptitudes and abilities, and values.

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Career Planning

After some thought and assistance from the Career Center, I've clarified what I'd like in a job and what would not be satisfactory for me. I was able to choose a major that I felt best suited for me and name my area of interest.

As I have changed during my college years, so have my areas of interest. I remember one quarter when I changed career goals practically every other week, but I felt all right about it because I was concentrating on fitting my various personality traits in a satisfactory career direction. I could read up on a career, talk to people in the career or get an internship or part time work experience in the field to verify my current decision. When, if I found it unsuitable, I at least had another factor to consider when thinking about what I wanted to do with my life.

After coordinating the "who" part of my career development, I have found the "what" and the "where"

constantly challenging.

The "what" phase of career planning simply refers to knowing what options are available that satisfy my career needs. Knowing what is available includes both gathering a variety of information on different occupations and

exploring alternatives and their possible outcomes. This can be easily accomplished by looking through books in the Career Resource Room, checking out what is available at the Placement Center or even watching the appropriate sections of the daily

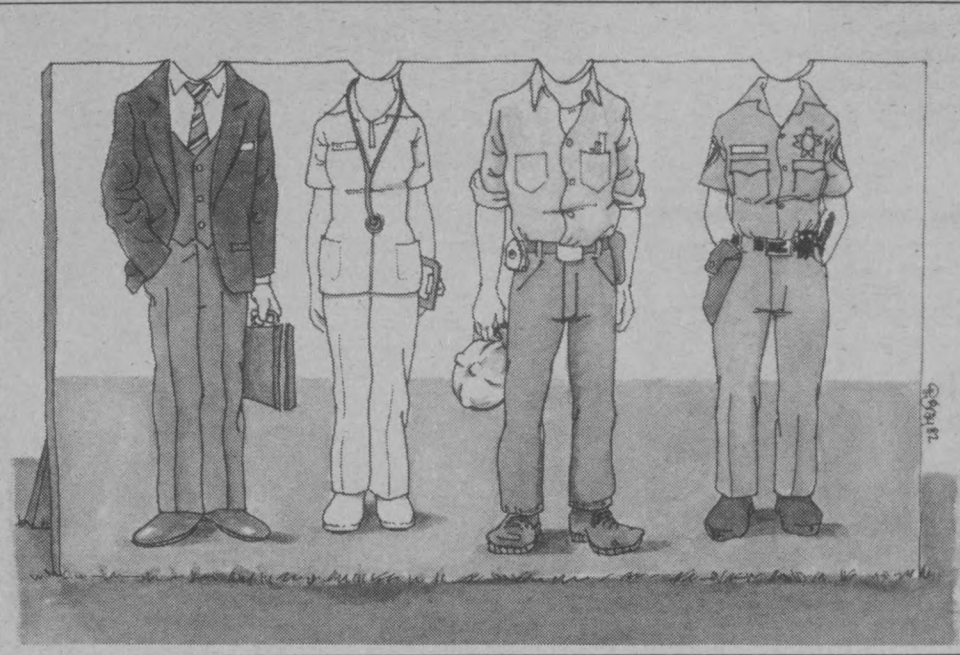
newspapers. Using these resources, I continually have a good grip on the possibilities that coincide with my interests, values, skills and other personality traits.

The "where" stage of career planning depends highly on the economy. When I know who I am and what occupations fit me, The Placement Center can give extremely valuable assistance in helping me find them. They have helped me to develop a resume, to interview more effectively and to conduct a

job search on my own. They have many community contacts and on-campus interviews, but if these don't include the jobs I want, then I'll have to be able to find out where my choices can be implemented as well as being able to set them properly in motion. The Placement Center has the services to help me develop these tools for myself.

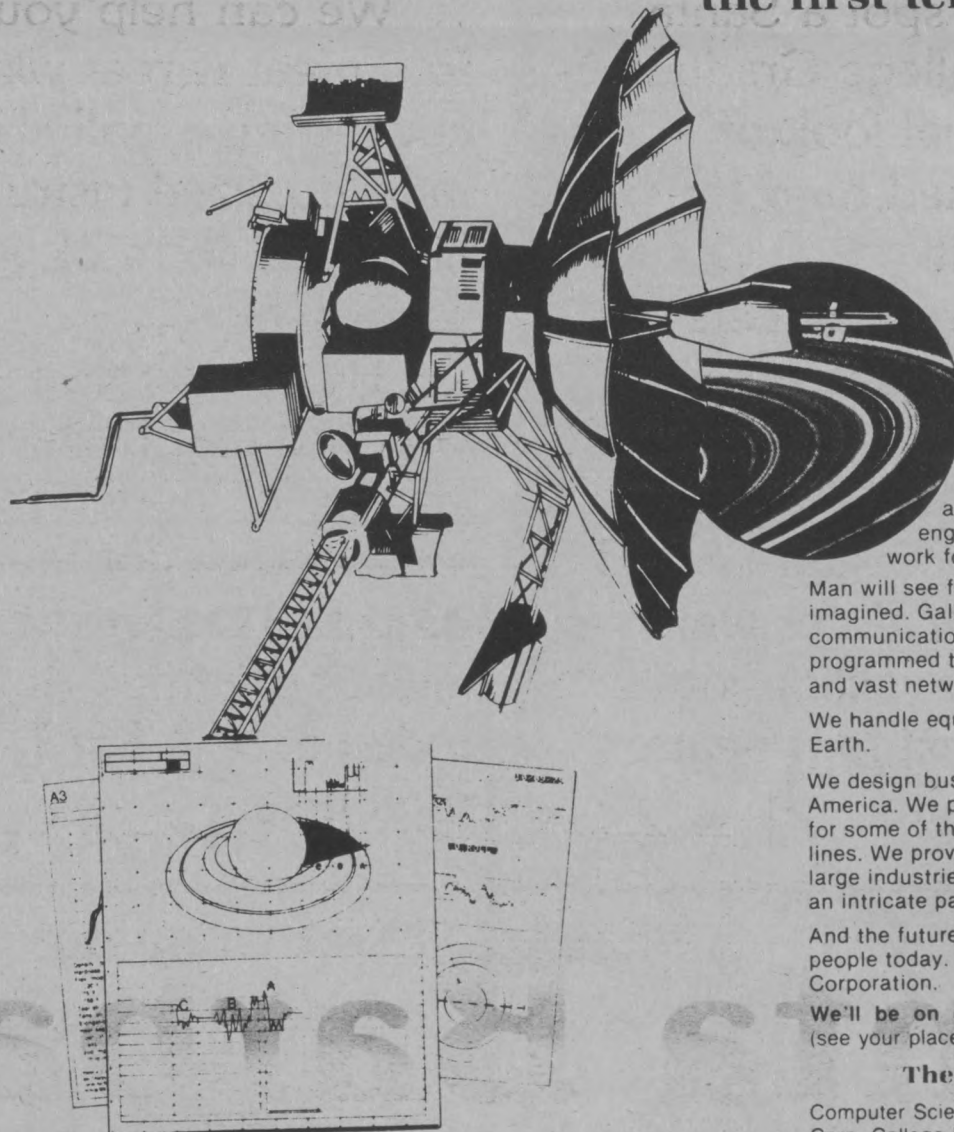
I'll never know exactly what job I want to have for the rest of my life. Rather, I will make a series of career decisions. I'll hang on to one choice while it looks like it is best for me, then as I change and grow, I will make a new career decision — choose a different path. But I must never underestimate the control I have over my own career. Fate and chance do play a distinct role, but they are not as powerful as my own ability to coordinate myself with my world in a satisfying career.

(The above article was prepared by UCSB Career Peer Gina Vanderween.)



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(see your placement office for details)

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Get to know us better.

Services Offer Career Information, Guidance

Being a student at UCSB has distinct advantages. Aside from the ideal proximity of the beach and the fact that you are prolonging the agony of joining the ranks of the unemployed, you have access to a number of useful career planning services. Most of you may be entirely secure in your well-defined career goals, but for the one or two of you who might want a little assistance in focusing on a career direction, the Counseling, Career Planning and Placement Services probably have just what you need.

478) provides several resources which can be very valuable in helping you define a career goal for yourself.

The Career Resource Room is a good place to begin. This room contains a wealth of general career information on video and cassette tapes as well as in numerous books and binders. Information on graduate and professional schools is also available. The Career Resource Room is open from 9am to 4pm, Mon.-Fri. and students are always welcome to browse informally.

The Career Resource Room is staffed by Career

Peers. These students are employed by the Career Center to help their peers to efficiently utilize career planning services. Career Peers are available to advise you as to which services may best fit your needs. Through a Career Peer, you can learn about and sign up for an interest test, the Guidance Information System Computer or "Voyage" video tapes.

The interest test may help you to discover possible careers to explore or to validate your present choice. With the Guidance Information System, you can search via a computerized data bank for connections between your values and interests and a wide range of occupations and graduate schools. "Voyage" is a system of professionally produced video tapes and self-report exercises to assist you with various aspects of career planning. Career Peers can get you started in any of these programs.

Sound overwhelming? Career planning certainly can be. But the Career Center provides a few services to help clarify the process. Career planning groups are offered each quarter. These groups focus on teaching you the tools of finding a career direction. Education 164, a three unit class, has a similar purpose but is more intensive than the groups.

Having utilized all or some of these services, you probably have a vague

notion of what you want in a career. As you may have guessed, this is only the first step. Once you have narrowed down the paths you might want to take, then it is time for even more career commitment.

The Career Fair held each spring (this year on April 11) gives you the chance to visit with professionals from

time internships, and information and applications for internships in other parts of the state and nation. Pre-professional experience is both a complement to your academic preparation and a useful introduction to your future career. ALP peers are available to assist you in designing an internship which fits your particular

who might hire you. Resume notebooks, also at the Placement Center, are one way to have your qualifications referred to interested employers. The Placement Center receives job listings on a daily basis and categorizes them by occupational objective for your convenience as well. And, during the year, many

PART-TIME GRADUATE LECTURESHIPS IN COMPUTER SCIENCE

Part-time graduate lectureships and a fellowship are available beginning Fall Quarter, 1983 for students who enroll in the M.S. program at California Polytechnic State University, San Luis Obispo. These part-time lectureships and fellowship pay approximately \$3600 for a ten-month quarter-time assignment.

The application deadline is April 15, 1983.

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For Further Information contact:

Dr. Roy Hollstien, Graduate Coordinator
Computer Science & Statistics Dept.
Calif. Polytechnic State University
San Luis Obispo, CA 93407
805. 546-2876



UCSB Career Peers are one source of career information and counseling.

many different career fields and ask them questions about their line of work. Talking to people can be an extremely effective method of finding out what a career is really like, if not at the Career Fair then by just giving professionals a call — looking them up either in the telephone book or in the Alumni Resource Book in the Career Resource Room. Generally, people like to talk about their work, so talk to them and find out if you would like the kind of work they do.

The most logical step beyond interviewing people about their work is actual work experience. Early experience is not only valuable on your resume and in your job search, but also in making definite career choices and finding out if what you have heard about a job is the way it actually is.

The Applied Learning Program on the second floor of the Placement Center will help you find both internships and student em-

ployment. Through the Applied Learning Program you can get information and placement in local and part-

needs. The Applied Learning Program also receives notices for job openings. It is advisable to get acquainted with the working world as early as possible. The student employment section of the ALP lists all types of part-time and seasonal jobs, some of which may be career-related and others to simply help you earn money. Yet these experiences can do more that help pay the rent; they can also provide a way to acquire valuable skills which prepare you for a full-time career.

The Applied Learning Program, however, is only one facet of the Placement Center. The Placement Center also provides a variety of services to prepare you to effectively seek an occupation and to actually find your job.

There are a variety of workshops with extremely

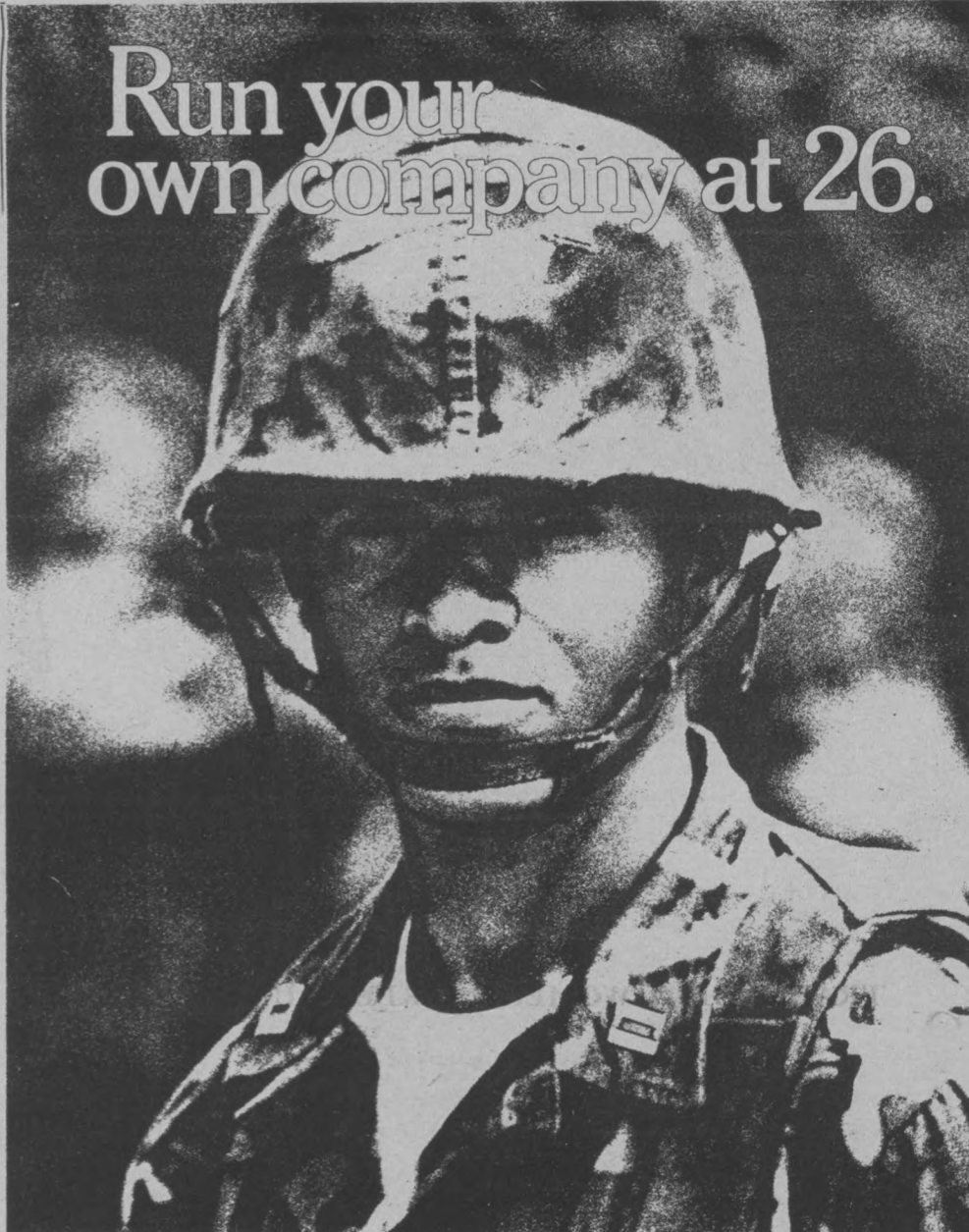
useful information and tips on resume writing, interview skills and so on. The Placement Center also has employer research, including employer brochures, directories and employment summaries to help you find employers visit campus to interview prospective graduates and alumni. To interview, you must first attend a Recruiting Orientation session.

A job search inevitably involves a lot of ups and downs and many questions will emerge along the way. Placement Advisors will gladly meet with you on an individual basis to discuss your concerns.

Career Planning and Placement Center services are available to all UCSB students. It is best to take advantage of them now, because before you know it you will be graduating and facing tough decisions without the proper preparation.

(This article was prepared by Career Peer Gina Vanderween.)

Run your own company at 26.



We're looking for a few good college students and graduates who can fill the shoes of a Marine Corps Officer. That's a pretty tall order. Because it means leading other Marines. Being a leader of the finest. Being responsible for their safety and welfare. Being in charge. That's something no civilian job can offer you at 26. It's something very few people can ever measure up to. For those few who do meet our standards and have the drive to be a Marine Officer, we offer tuition assistance in the NROTC, Platoon Leaders Class (PLC), even a chance to join the Marine Reserve while you're still in college. If you think you're cut from the right mold, drop by your college placement center and set up an appointment with your Marine Corps Officer Selection Officer. Or call this number.



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APPLIED LEARNING PROGRAM

2nd floor, Placement Center

New college graduates traditionally have been a prime source of fresh talent for major U.S. companies. And employers consulted in a survey by *Changing Times* magazine say recruiting new graduates remains vital to their companies despite the recession.

Although more companies than ever in the annual survey report that their hiring plans are down from the previous year's quotas, 30 percent of the employers surveyed hope to hire about as many graduates as they did last year and 20 percent say they plan to hire more graduates this year.

What's more, 38 percent of the companies report that they are having difficulty finding qualified candidates for certain kinds of jobs — mostly in engineering and computer science fields but also in such specialties as optical science, cafeteria and restaurant management programs, and naval architecture.

The kinds of graduates most in demand are engineers; 74 percent of the companies in the listing say they need grads in various engineering specialties, from traditional electrical and mechanical disciplines to such high-tech areas as computer-aided design and telecommunications. But a good job isn't a sure thing even for engineers. Dick Parker, college relations supervisor for Fluor Engineers in Irvine, says, "If the economy as a whole doesn't improve markedly, many engineering students will graduate facing bleak employment prospects....It's not that there won't be any

Economy Tightens Job Market Competition

jobs, just far fewer, with a smaller segment of industries to choose from in a more selective and competitive environment."

D.R. Peterson, manager of recruitment and placement for the Jet Propulsion Laboratory in Pasadena,

sees "a current scarcity of suitable openings within industries utilizing engineers and scientists." But he anticipates that "this will be a short-term situation, and demand for new college graduates will exceed the supply again

during the next few years."

Behind engineers on the demand are computer science graduates; 55 percent of the companies listed have jobs for them. Demand is also fairly good for business, marketing and economic grads (48 percent) and for accounting graduates (44 percent). Further down the scale are graduates in mathematics, 27 percent; the physical sciences, 25 percent; and liberal arts, with only 13 percent of the companies indicating jobs available for them.

In spite of the generally gloomy hiring forecast, starting salaries will be up overall for graduates who manage to land jobs this spring. Most of the companies responding to the *Changing Times* survey said

the recession will not affect their starting salary offers.

The annual study of recruiting trends by Michigan State University's Placement Services indicates this year's graduates will average about 2.8 percent more money than last year's. That's the smallest increase in the past 10 years and behind the pace of inflation. The starting salary data collected by MSU shows bachelor's degree grads will average \$17,085; master's, \$21,000; and Ph.D.'s, \$23,171.

Among academic specialties, beginning salary offers will probably be in the following range, according to MSU: At the top of the scale, chemical engineering, \$27,023; electrical engineering, \$26,031; mechanical engineering,

\$25,992; metallurgy/material science, \$25,504; computer science, \$24,485; civil engineering, \$22,473.

In the middle range: physics, \$20,076; accounting, \$18,233; "agriculture and natural resources, \$18,228; financial administration, \$17,754; mathematics, \$17,660; marketing/sales, \$16,941; general business administration, \$16,419; personnel administration, \$15,931.

In the low range: communications, \$15,606; hotel, restaurant and institutional management, \$14,699; arts and letters, \$14,240; social sciences, \$13,835; education, \$13,358; human ecology, \$13,200.

(This article was reprinted with permission from *Changing Times* magazine.)

Internships Provide Job Experience

Internships may provide you with valuable personal insight as well as job-oriented experience.

A variety of internships offered through the UCSB Career Planning and Placement Services allow you the opportunity to gain pre-professional experience related to your major and/or your career goals. Through it you can discover the relationship between your classroom learning and the working world, and if you're not sure what you want in terms of a career, it will provide career sampling and possibly aid you in your decision-making process.

Such experience will also be valuable once you have decided on your areas of interest and are ready to enter the working world. The Placement Center's Career Survey of 1980 indicated that students were twice as likely to find a career position related to their majors and received more pay if they had experienced some sort of pre-professional training.

If you are interested in the possibility of an internship, you should first attend an Internship Workshop to learn about what an internship involves and what kinds of internships are available. Workshops are conducted frequently; sign up for one downstairs in the Placement Center. (You will need to prepare a resume to present when applying for a specific internship. Learn how to write an effective resume by attending one of the Placement Center's workshops.)

Make an appointment with one of the internship advisers to discuss the type of internships you would like. Leave your application form and a copy of your resume with the adviser, and your application will be kept on file. Just prior to the quarter for which you have requested an internship, you will be contacted by the Applied Learning office to come in to make a final decision upon the internship(s) for which you wish to interview. Your adviser will give you all the contact in-

formation necessary and will make an effort to establish an interview for you with your potential employer.

"Through internships you can discover the relationships between your classroom learning and the working world."

Once you have found an internship, it is important to remember your goal: to gain pre-professional training. Should you find yourself doing too many menial tasks, talk with your supervisor about broadening your responsibilities, and then prove yourself to be worthy of those by doing a good job. On the other hand, don't expect a middle-management level position, either. Ask questions; show your supervisor you are interested in learning.

DON'T JUST FLOAT AROUND
LOOKING FOR A CAREER
EXPLORE!



CAREER WEEK SCHEDULE

Monday, April 11

11:00am-1:30pm

CAREER FAIR, UCen Pav.

3:00pm-5:00pm

Workshop HOW TO GET A JOB, UCen Pav.

7:00pm-9:00pm

Panel Discussion TRADITIONAL & NON-TRADITIONAL WOMEN'S CAREERS, UCen Pav.

Tuesday April 12

3:00pm-5:00pm

Workshop FINDING A SUMMER JOB, UCen Pav.

7:00pm-9:00pm

Panel Discussion CAREERS IN DENTISTRY UCen 2292

Wednesday, April 13

7:00pm-9:00pm

Panel Discussion EXPLORING CAREERS IN CHEMISTRY & BIOLOGY, Phelps 3510

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NEXT RECRUITING VISIT.

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FOR MORE INFORMATION

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Your resume is a personal advertisement that can make or break your job search. It allows the potential employer to form first impressions — even before he meets you — and may determine whether you win an interview or end up in a foot-thick file of applications submitted over the past ten years.

A resume is a short autobiographical sketch designed to catch the employer's eye and get your proverbial foot in the door. You need not follow a rigid format; instead, personalize a professional-looking style to suit your needs. Whatever form you choose, though, remember that your resume is a showcase of your accomplishments. There are a few essentials that no resume should be without:

Identification. The top of your resume should include your name, address and telephone number. This is the information you want the employer to notice; don't bury it at the bottom of the page.

Work experience. This is the most important section of your resume: an outline of your developing career. Include names and addresses of companies you have worked for, as well as dates of employment, your job titles, responsibilities, and specific accomplishments. Present your work experience in its most favorable light. It is not necessary to give your reason for leaving jobs or an explanation of why you are currently unemployed.

You may wish to list jobs in chronological order, (beginning with your present or most recent employment and working backward) group jobs together ac-

Resumes

Professional Style Forms Positive First Impressions

ording to the nature of your responsibilities, or combine features of both of these methods.

Education and training. List colleges you have attended, degrees you have attained, plus any post-graduate work or special training you have completed. Job-related skills, such as specialized certification, knowledge of office machinery or fluency in foreign languages, should also be included.

If you are a new graduate with little or no work experience, you may wish to cover educational background before work experience, detailing areas of emphasis in your major and showing how extracurricular activities relate to the work you seek.

Personal data. This section can include any personal information that might have a bearing on your application: awards and honors received, military service, hobbies or outside interests, and health conditions.

References. The statement "References will be provided on request" should appear at the bottom

of your resume. References should be selected according to the job you are applying for, and may be altered with various employers. When requested, names and addresses should be forwarded in a follow-up letter.

It is not necessary to include a photo of yourself, unless you are applying for a modeling or acting job. Neither is it wise to mention the subject of salary or wages in a resume. There will be plenty of time to discuss these issues at the interview.

In addition:
Be positive, but stick to the facts. Interviewers will not be attracted to paragraphs full of personal opinions and flowery adjectives; neither will they be interested in long explanations of why you were never promoted from courtesy clerk to cashier at the local grocery store. Don't be afraid to avoid negative information. List your accomplishments.

Be brief. One-page resumes are best, though two-page resumes are often acceptable; employers simply don't have time to read through anything

longer. You needn't use complete sentences, but make sure your verbs are active and your phrases read smoothly. Technical jargon, intellectual terms and abbreviations should be avoided.

Make sure resume is clear and functional. Emphasize the qualifications that closely relate to the employment you are searching for. If you apply for a wide range of jobs, you may wish to write several different versions of your resume depending on the nature of the job prospect. In any case, you will go through several drafts before your resume reaches its completed form. Polish it. Continue to edit and rewrite, as your outlook continues to change.

Make it neat. Your resume must be typed neatly on good quality, standard-sized paper, or typeset by a professional in order to make a good impression on an employer. You needn't resort to pink paper or fancy type to attract his attention; just keep it clean, neat and concise, and the resume will speak for itself.



Whether you're an undeclared freshperson or a graduating senior, you can never have enough information about career possibilities. It is vitally important to research the vast array of opportunities available and learn whether the characteristics of a job are suitable to your goals and interests. You may discover that your ideal career is not all you envisioned it to be — or you might find that a job you never considered is exactly what you're looking for.

One of the very best ways to get career information is to talk with people. You'd be surprised how easily you can arrange career research interviews with persons who have jobs you think you might someday want.

First, think of the occupations you have identified as interesting career possibilities. Who in the community has those kinds of jobs? Usually, this question is easily answered. The Placement Center maintains a file of alumni who are willing to help, or you may already be acquainted with appropriate people. If neither of these methods work, just consult the Yellow Pages. Simply call the professionals and explain your interests; tell

"Career interviews may show you if the characteristics of a job are suitable to your goals and interests."

them that you are a student who is interested in their profession but needs more information, and ask for an appointment arranged at their convenience. Twenty or 30 minutes will usually suffice.

It is important to go prepared. You are conducting the interview; know what information you want and ask clear and concise questions which will elicit information that you need to make your decision. Think of your values and prepare questions that will give you answers that tell you whether or not you'd be happy in that field. After the interview, be sure to write thank you notes. It may be a formality, but it will be appreciated and make your visit more memorable.

The following are possible topics of discussion.

Objective Information:

- Nature of the work: duties, activities, physical requirements,

Career Research Provide Valuable

typical work day.

- Working conditions: physical aspects of work environment, hours, psychological aspects (with others or alone, nature of supervision, climate of work setting).
- Qualifications: physique (height, weight, size) age, sex, license, demonstrated or measured aptitudes or interests or personality traits.
- Preparation: education or training or experience essential or desirable, apprenticeship, part-time work, length and cost of preparation, scholarship and loans, schools offering preparation locally or elsewhere.
- Entry: getting first job or establishing a business, examination, union affiliation, discrimination.
- Number and distribution of workers: size of occupation, best index of future openings, composition in terms of age, sex and race, geographic distribution, large or small firms.
- Lines of advancement and related occupations: proportional ladder, usual time before promotion, additional education or training or experience, horizontal mobility, information about related occupations.
- Economic benefits: beginning earnings, average annual earnings, earnings locally and elsewhere, increments, deductions, fringe benefits (vacations, sick leave, health or other insurance, pension).
- Non-economic benefits: psychic income, satisfactions to be gained, occupation as a way of life, social mobility.
- Disadvantages: work irregular or seasonal, frequent overtime or night work, hazards (accidents or diseases).
- Outlook: demand for workers (present and future), expanding or declining occupation, stability in face of depression, employment prospects upon completion of training, prospects tools used, feasibility of modifications, psychological aspects,

Jane Doe
123 Trout Blvd.
Ilium, N.Y. 12345

home: (518) 000-0000
office: (518) 000-0000

CAREER OBJECTIVE Executive merchandising position in national company with distribution in mass markets.

WORK EXPERIENCE

1969-Present: Promotion Manager, Regency Shops, Inc., Ilium, N.Y.
Manage merchandising program for six Regency Shops with combined sales volume of \$19,000,000 in 1974. Produce and coordinate radio, TV, newspaper and outdoor ad campaigns. Assist manufacturers in solving marketing problems.
Increased distributor-paid ads by 350% through new ad program. Produced record two-month sales volume of \$200,000 for a single manufacturer's line through in-store promotion plan.
Have personal contacts with top operating executives of clothing and general merchandise firms throughout U.S. Represented company at national conventions; panelist at seminars on sales promotion and merchandising.

1965-1969: Buyer, Clout Department Store, Indianapolis, Ind.
Managed women's wear purchasing budget in excess of \$500,000 annually. Attended production clinics, demonstrations and trade shows, and directed staff of two in-store retail sales personnel. Cut late deliveries for manufacturers by 65% in four years. Instituted procedure for individual order payments that resulted in annual savings to company of \$11,000.

1963-1965: Merchandising Assistant, Crock Corp., St. Louis, Mo.
Sold full line of housewares in a seven-state region. Opened 11 additional accounts. Developed marketing plan for a new brand-label product line.
University of Pennsylvania, B.S., marketing, 1963.
National Marketing Assn., Sales Promotion Workshop, 1972.

EDUCATION

PERSONAL DATA

Born: April 3, 1942. Excellent health.
Married, two children; husband, free-lance illustrator.
Board member, National Marketing Association.
Ad Woman of the Year, 1974, Ilium Ad Club.
Outside interests include tennis, PTA.

References available on request.

Richard Jones
456 Hello Street
Kilgore, Cal. 00000

Office: (805) 000-0000

Home: (805) 000-0000

OBJECTIVE

Area Sales Manager

WORK EXPERIENCE

Sales Promotion. Created and managed sales promotion projects for B. B. BeeBee Sales Development Co., Kilgore, Cal. (1964-Present), and James Fishnet Commercial & Industrial Sales Research Corp., Oakland, Cal. (1957-64), both large manufacturers of electronic parts, with annual sales volumes from \$2,500,000 to \$13,000,000. Originated newspaper, radio and television advertising techniques to increase sales effectiveness, including training manuals for field sales representatives. Directed staff of five and implemented programs that contributed to increasing sales volume of BeeBee by 105% of Fishnet, 58%.

Sales Management. Directed sales staffs on local, area and national levels with above firms and with Hammock Brothers Electronics Co., Phoenix, Ariz. (1952-58). Established four branch offices in western U.S. Developed uniform system of processing orders and sales records that cut company overhead by 7%. Devised inventory control system to facilitate movement of scarce stock between branches.

Market Research. Directed market research projects at each of these companies. Provided recommendations for distribution and sales improvement plans.

Sales. Retail and wholesale sales with Hammock Brothers; direct sales to jobbers and manufacturers with Fishnet. Developed experience with full product line in hard goods, small metals and electronic appliances.

EDUCATION

University of California, B.S., industrial engineering, 1950.
Leadership School, U.S. Army, 1956.
Dale Carnegie Institute, Oakland, 1962.

PERSONAL DATA

Married, three children. Maj. (Ret.), U.S. Army Reserve.
Member, Electronics Executives Association; Rotary International.
Hobbies--sailing, camping, trap shooting.

References will be provided upon request.

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Using words like these in your resume will help you identify and articulate career-related skills.

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Assisted
Built
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Demonstrated
Designed
Detailed
Developed
Devised
Directed
Discovered

Doubled
Earned
Effected
Engineered
Established
Evaluated
Executed
Expanded
Experienced
Financed
Formed
Formulated
Founded
Generated
Graduated
Halved
Headed
Improved
Implemented
Increased

Innovated
Initiated
Inspired
Installed
Integrated
Interviewed
Invented
Justified
Keynoted
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Maintained
Mastered
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Motivated
Negotiated
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Organized
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APR 14 - 3 PM | MAY 10 - 2 PM
APR 18 - 10 AM | MAY 17 - 11 AM

— RESUME WRITING —
MAR 30 - 9 AM | APR 20 - 1 PM | MAY 12 - 9 AM
APR 1 - 1 PM | APR 22 - 2 PM | MAY 16 - 1 PM
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APR 12 - 2 PM | MAY 5 - 3 PM | MAY 31 - 11 AM
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— INTERVIEW SKILLS —
MAR 29 - 1 PM | APR 12 - 11 AM | MAY 23 - 10 AM
MAR 31 - 9 AM | MAY 10 - 11 AM | MAY 25 - 2 PM
APR 6 - 3 PM | MAY 17 - 2 PM | JUN 2 - 9 AM
APR 7 - 9 AM | MAY 20 - 1 PM

— HOW TO FIND A JOB —
MAR 31 - 3 PM | APR 25 - 10 AM | MAY 18 - 9 AM
APR 4 - 1 PM | APR 26 - 2 PM | MAY 19 - 9 AM
APR 8 - 2 PM | MAY 2 - 1 PM | MAY 24 - 11 AM
APR 13 - 9 AM | MAY 4 - 1 PM | MAY 24 - 1 PM
APR 19 - 11 AM | MAY 9 - 1 PM | MAY 31 - 1 PM
APR 21 - 9 AM | MAY 13 - 2 PM

— PRACTICE INTERVIEWING —
APR 11 - 1 PM | MAY 3 - 11 AM | MAY 18 - 2 PM
APR 20 - 9 AM | MAY 5 - 9 AM | MAY 25 - 9 AM
APR 25 - 1 PM | MAY 11 - 9 AM

— SURVIVING IN SANTA BARBARA —
APR 4 - 10 AM | MAY 16 - 10 AM

— RECRUITING ORIENTATION —
MAR 23 - 2 PM | APR 5 - 2 PM | APR 18 - 2 PM
MAR 29 - 11 AM | APR 14 - 9 AM | APR 27 - 2 PM

— HOW TO FIND SUMMER EMPLOYMENT —
APR 1 - 2 PM | APR 18 - 11 AM | MAY 11 - 1 PM
APR 6 - 2 PM | APR 21 - 3 PM | MAY 18 - 3 PM
APR 8 - 3 PM | APR 29 - 1 PM | MAY 23 - 11 AM
APR 13 - 1 PM | MAY 6 - 1 PM | MAY 31 - 2 PM

— INTRODUCING INTERNSHIPS —
MAR 30 - 3 PM | APR 27 - 1 PM | MAY 27 - 2 PM
APR 4 - 1 PM | MAY 2 - 1 PM | JUN 1 - 2 PM
APR 8 - 1 PM | MAY 9 - 10 AM
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UCEN 2292

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MONDAY THRU FRIDAY - 1 PM - 3 PM

Research Interviews Available Information

locally and elsewhere.

Subjective Information:

- Rewards: what do you like about your job? what is rewarding for you?
- Disadvantages: what do you dislike about your job? what is frustrating to you?
- Co-workers: what kind of people do well in your field? why? what kind do not do well? why?

Additional Questions:

1. When did you decide on this type of career? How did you reach your decision?
2. If you were beginning again, would you make the same career choices? Why?
3. What advice would you offer someone interested in your field?
4. Would you like to see your son/daughter to follow in your footsteps?

After all your interviews have been conducted, rank in order the three professions that sound the most interesting. You may feel ready to make a decision about your future or you may still feel that you need more information. Either way is okay.

If you're still undecided or want to learn more about the nature of the jobs, you can obtain more information by again calling the community professionals from the three (or one or two if you think that will suffice) occupations that most interested you. After thanking them again, ask if it would be possible for you to spend time observing them in their work setting. Explain that you don't want to get in the way or demand any of their attention; for them, the day should be "business as usual." You just want to discreetly watch them do the tasks that are familiar and routine to them, but a little less so to you. Most people will be happy to make such an arrangement.

What do you say when a complete stranger asks you to briefly describe yourself? For job hunters who become tongue-tied when faced with a question they are unprepared for, it is important to remember that there are only around 95 common interview questions that pertain directly to the

These answers are not guaranteed keys to successful interviews but suggested answers you can rearrange appropriately in your own words, framing replies that are particularly your own.

1. Imagined situations that test a person's knowledge of the job, which may begin

would do this..." It is far better to cushion your statements with answers like — "One of the things I might consider would be," and then give your answer. If you commit yourself to a process of what you would do, and it isn't one they would like or consider, you are in an awkward position. Giving your answer a

ask "Have you had your driver's license revoked?" This puzzles many applicants because most jobs do not require that you drive on the job. Some of the reasons for this question include finding out that a revoked driver's license can be an indication of other problems — bad driving record, arrests for drunk

are not really prepared to deal well in the negotiation process for a salary. The clue here is to understand that if the salary is not already openly quoted, the company still has an approximate salary range in mind, and one good approach is to ask, "Can you discuss your salary range with me?" Using this method, you are asking the interviewer to give you a way to relate to what you can possibly expect. This will allow you to compare this to what you think your time is worth.

6. Why do you think you would like to work for our company?

This question is almost equivalent to the personal question "Honey, do you love me?" Everyone wants to feel cared about or chosen and employers are no exception. The usual answer to the question is "I am looking for a job," which is saying that your only interest in the company is that the company has something that you want — a job opportunity, but it doesn't make them feel as though you care about them. The truth is that when most individuals look for a

they want an individual to plan working, but the bold truth is that a company will not keep any employee past their ability to use their skills, or pay him, and the other half of that concern is you are not going to work for a company past the time that it is good for you. Everyone is interested in more money and responsibility, and should this come from a new employer offer, you realistically leave. So, it is my feeling that the best answer here would be "As long as it is good for both of us," as the most realistic, honest response.

8. Can you get recommendations?

There are several considerations here — any person you choose as a reference will generally tell the would-be employer that you are the greatest thing since cracked ice and sliced bread — so realistically, the ability to get references, and the kinds of people you choose to recommend you, are more important than the references themselves. Your church leader, businessman, or teacher is a better choice than your next-door neighbor. A great technique is to get your application blank at the time of the interview. This really helps. It is not always wise to go to Personnel for your job recommendations. Rather get them from the people you like working with.

9. Are you willing to go where the company sends you?

Most people have chosen their city of residence and do not want to leave. Remember, however, that it is difficult to predict what you will be doing on a job in advance, and a company who needs flexibility in its staff may not consider someone who cannot or will not move. You have to make the decision as to whether the job or your city location is more important to you.

10. Are you looking for a permanent or temporary job?

This answer is easy if you are only looking for part-time work, or permanent work — but, if you are interested in just financial survival and want to take anything you can get, relate honestly that you would prefer full-time, permanent work with the company. However, if you can be

(please turn to page 10A)

Job Interview Questions — And How to Answer Them

job or the job hunter's qualifications. Of these only 16 appear in some form in almost all interview sessions.

Those 16 questions are listed here, along with some suggestions for answering them easily and positively.

with questions like "What would you do if"

Remember here the quality of the solution is not nearly as important as the attitude used to deal with the question. A calm approach is your best bet — no rush statements like "Well, I

cushion of being one of several possible choices is a better answer.

2. In what type of position are you most interested?

Job titles and the responsibilities that go with them vary from employer to employer, so cover both sides of the question — tell them what kind of function you like — such as "I am good at accounting and math, and organizing information, etc., and positions related to these skills such as accounts payable." Give the employer an opportunity to put you where you best fit by being able to tell them what it is that you do best and not just your last employer's job title.

Avoid over-eager discussions of what you are hopefully planning for the future unless you are asked — remember, employers are generally more interested in individuals working well where they are now than in a potential supervisor who is a dissatisfied employee.

3. Why would a company

driving, the possibility of medical problems with eyesight or limiting disabilities.

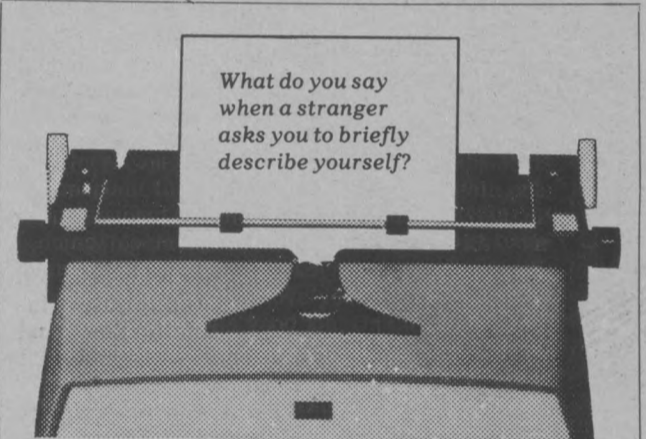
4. What jobs have you held, how did you obtain them, and why did you leave your last job?

The first part of this question is just reporting fact; however, if there were problems or real concerns about your last employment, you are generally concerned about dealing with this even before the interview, and when the question is actually asked, it is important that

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whatever the situation is, the answers do not reflect badly on the previous company — the interviewer's feeling is that if you speak badly about your last company, you will speak badly about the next one that hires you. One of the best methods here is to be sure that your answers are always given in a calm, comfortable way, and in a voice without tension.

5. What are your ideas on salary?

There are three ways that you can talk about salary. You can ask for over what they want to pay, under what they are paying, or be in the ballpark for the salary they are considering. Most people

job, they are more interested in getting a job than in being particular about where they work. They only want to be hired "someplace." One of the most important things you should do before you go to an interview, or ask for one, is find out all you can about the company. This information is available in the business section of any library, or the Chamber of Commerce. Do your homework, so that you will have work to come home from.

7. How long do you expect to work?

Companies, like people, are different in what they expect in terms of how long

JOB CLUB

**LOOKING FOR A JOB?
 TIME RUNNING OUT?
 FOR GRADUATES & SENIORS**

We're initiating a special 3-week workshop — April 19-May 6 — for graduating seniors and UCSB alumni who need a fresh approach to finding a job.

Openings are limited & the registration deadline is Tues., April 12. Call the Placement Center at 961-4411 for an appointment.

Sponsor: Counseling, Career Planning & Placement Services, Bldg. 427

Whether or not we'd like to admit it, most of us acquired our first job with a little help from our friends...or with a recommendation from our parents, or an inside tip from a neighbor.

But that was a few years ago. Now that we're in college, with the first job — and many others — behind us, we want to apply our degrees and experience and graduate from those fast food and babysitting jobs. But who's here to give those much needed job leads today?

A job lead is the "lucky break" you've been looking for, the arrow that points you in the direction of a potential employer, introduces you to someone who "knows somebody," and possibly gets your "foot in the door." If you're a student or graduate seeking employment, it is wise to ex-

Resources Lead Job Hunters to Employers

variety of sources. A survey of over one thousand 1980 UCSB graduates revealed that, of the 69 percent who were employed, 28 percent acquired their jobs through "self-initiated contact" with the employer. 33 percent became aware of their position through personal

seven percent attributed their jobs to "other" sources of leads.)

Whether you're looking for a summer job or a new career, don't fail to overlook friends, teachers, neighbors and relatives as sources of information. Through their work or social contacts, they may know of opportunities not normally listed in regular sources. Their knowledge, however, will probably be limited to their own and perhaps a few other places or employment or fields of endeavor.

Counselors in the UCSB Career Planning and Placement Services (Bldg. 478) can assist you in finding a summer or permanent job, deciding whether or not a career is right for you, or just gathering information on different fields. Services include workshops in resume writing, interviewing skills and career development, job vacancy bulletins, internship information, and vocational and interest testing.

Want ads in newspapers, professional journals and trade magazines will provide you with a broad range of definite and specific job openings. A large share of listings in magazines devoted to your field are likely to be for jobs you are qualified to fill, and analyzing such ad-

vertisements can give you an idea about the extent of employment activity in your field throughout the area.

State employment services have more job listings in more occupational categories than any other single source. These offices have daily contacts with thousands of employers and know about area job openings, even among employers who have not listed their openings with other employment services.

There are approximately 2,400 state employment services across the country, many of which operate computerized "job banks" to bring up-to-the-minute information on job openings to the people looking for work, offer counseling and career consultation, and provide aptitude and proficiency testing. Best of all, the services are free.

Another free government service, the U.S. Civil Service Commission handles U.S. Government civilian jobs, with employers in a wide variety of professional, technical, clerical, craft and other occupations. Positions are located in Washington, D.C., throughout the U.S. and overseas, and are filled on the basis of experience, education and the results of examinations given several times a year in cities throughout the nation.

Most post offices have

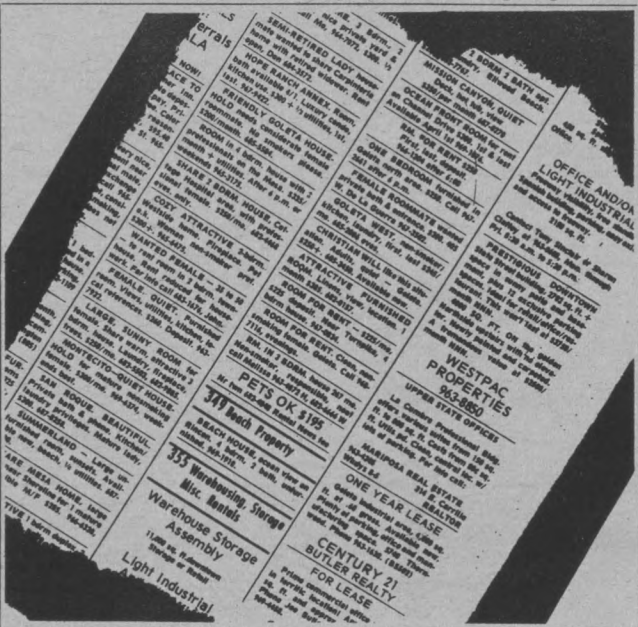
application forms and information on job opportunities. You can also write to the U.S. Civil Service Commission, Washington, D.C., 20415 for more information.

Private employment agencies usually specialize in a few occupations, but may be helpful if you're trained for the kind of positions they have available. Some agencies charge applicants a fee for registration or placement, while others collect the fees from employers.

Don't overlook the yellow pages of your telephone directory, industrial directories and Chamber of Commerce lists. These can

be sources of names of firms that employ workers in your field, and other information useful in applying to them. Professional associations may also be useful in providing leads for specialized occupations, though some organizations charge a fee for their services.

Some applicants have "connections," some just "get lucky," and some work long and hard to find employment. Whatever situation you're in, remember that the most important aspects of your job hunting experience are determination, job hunting skills and an active involvement in the search.



plore every possible channel of job information, selecting the sources most appropriate to your career interests, where you live and want to work, and the demand for additional workers in your field. Job leads can come from a

acquaintances (family, UCSB faculty member or "other"), 15 percent utilized media ads, 10 percent found jobs through the UCSB Placement Center, and seven percent went to public or private employment agencies. (An additional

Career Week

UCSB Career Peers will be sponsoring the annual series of career-related events on campus next week. The primary objective of Career Week is to acquaint students with different aspects of various careers they may be interested in.

A Career Fair will be held on Monday, April 11 from 11-1:30 at the UCen Pavilion. Representatives from a wide variety of careers will be available to talk with students and answer questions about their occupations. Communicating with people in various careers is a valuable step in making a decision about career goals.

Also on Monday a workshop on "How to Get a Job" will be delivered by Patrick Mahaffey from the Placement Center from 3-5:00pm at the UCen Pavilion. Then from 7-9:00pm in the Pavilion there will be a panel discussion involving "Traditional and Non-Traditional Women's Careers" where women from both types of fields will speak on their job experiences.

On Tuesday, April 12 from 3-5:00pm at the Pavilion, a workshop on "How to Get a Summer Job" will be presented by Kate Sillsbury from the Placement Center. From 7-9:00pm the same evening, a panel discussion on careers in dentistry will be held in UCen 2292. On Wednesday, April 13 a panel discussion on "Exploring Careers in Chemistry and Biology" will be held from 9:00pm in Phelps 3510.

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The A.S. Community Affairs Board

invites you to apply for 1983-84 Project Leader & Chair Positions.

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Successful Interviews Require Preparation

Whether you are a graduating senior trying to pull yourself up from the back of the unemployment line, or an undergrad looking for that summer job to pad your bank account enough to see you through the next year of school, the job interview will be a decisive step in your search for employment.

This face-to-face encounter with a company's representative may be your only opportunity to "sell yourself" to your potential employer. Look at it positively. The interview allows you the chance to distinguish yourself from the hundreds of other job-hunters and convince the person on the other side of that big desk that you are exactly what his company is looking for. The interview also lets you breathe life into that resume you so carefully constructed and prove that you are more than your one page autobiography has revealed.

Make the most of your job interview:

1. Keep track of your interview appointments. Jot down the company's name, address and phone number on a 3-by-5 card, along with the name of the interviewer and the date and time of your appointment. Not only will this help you organize your time, but it may help you find the company's location when you are lost downtown and remember that your appointment with Acme was on Wednesday and the interview with Standard was on Thursday...or was it the other way around?
2. Research the company and the industry it serves. If you have a little background on what the company makes, sells or does, you will be that much more informed than Joe Applicant and possibly save yourself from some embarrassing questions. Take a personal interest in the company; they like to think they are special too.
3. Decide what you are going to say and practice saying it. You need not act like you're reading a script when you answer

standard questions, but you'll feel more confident if you've rehearsed your ideas in front of your roommate, your goldfish or your bathroom mirror.

4. Dress carefully. Your choice of clothing may depend on the company's formality and the job's environment, but a clean and neat appearance is essential in any circumstance. A skirt and blouse, dress or pantsuit is most often recommended for women; a shirt and tie and/or sport jacket for men.

5. Don't forget your interview survival kit: a pen or two, a pad of paper (to jot down the day the interviewer asks you to come back for a follow-up, the day you begin work, or another company the interviewer suggests you try), and a copy of your resume or a list of your previous employers and references.

6. Be on time. If you can't make it to the interview on time, your potential employer will assume that you won't be able to make it to work on time either.

7. Go by yourself.

8. Fill out forms carefully. Blank spaces on applications jump out at an employer and indicate that you are either careless, forgetful, or hiding something.

9. Watch your manners. When introduced to the interviewer, smile and shake hands. Don't smoke or chew gum, and try to remain poised and confident, regardless of how nervous you are. (If your stomach still jumps into your throat, remember that the interviewer is only human, too. Picture him doing something human: bathing his German shepherd with Mr. Bubble, or eating his morning Cream of Wheat in his Fruit of the Looms.)

It is important to remember the power of body language: sit up straight in your chair and maintain eye contact. Speak directly to the interviewer, not to his left eyebrow or your new shoelaces.

10. Talk. Be honest and enthusiastic and answer questions carefully. Don't be afraid to ask pertinent questions of your own, if the information is not offered: "What would my duties and responsibilities be?" "What kind of training would I receive?" "If I work out well, where can I go from here?"

11. But don't talk too much. Jokes and anecdotes should be kept to a bare minimum; let the interviewer tell you his favorite stories. It usually is not wise to ask about sick leaves, pension plans and vacations at the first interview. Talk opportunity, not security. Fringe benefits can be discussed when — and if — the job is offered.

12. The employer will decide when the interview is over; don't extend it unless you

feel some important point has been neglected. Always thank the interviewer, and ask when you should check back on the status of your application.

13. Take time to write the interviewer a thank you note; if you promised to send references, portfolios or other material, include them with the note. Don't be pushy, but try to stay in contact with the company: a polite phone call will remind them you are still interested and available and may help you find out if they are interested.

14. Interviews get easier with practice; once you have survived the first one, the rest will become progressively less painful. Your communication skills will be enhanced, and so will your chances of finding the job that is right for you.



Questions

(continued from page 8A)

placed immediately on in part-time work, then working part time with them is good for you until they can hire you on a full-time basis. Employers are more inclined to hire for full time from a part-time employment pool than take a person from the outside.

11. Tell me something about yourself.

This question is generally followed by a shocked silence as you race your mental motor trying to find something about yourself to talk about. This is the time you should be telling the employer that you are happy to talk about yourself and ask him just what it is that he wants to hear about — this approach leaves it less open-ended where you are not floundering around telling him that you like backpacking and rock music. If he tells you what he is interested in hearing, you have a happy way to respond. But if he says "just tell me about yourself," hop in happily with reasons you feel that your skills and background are good for the job. You will seldom have a better opportunity than this to sell yourself well.

12. We have many qualified applicants. Why do you think we should hire you for this job?

This is tough — because almost everybody says the same thing — "Because I think I can do the job" — the words being accompanied by a sinking feeling in the pit of your stomach. One of the best approaches here is to convey that

you are not in a position to evaluate the other candidates so you cannot give them any answers on their qualifications, but you can answer well about your own and that you believe that

your background experience and interest in the job equip you to handle the work well. It is important to say "I believe" because the truth is you will not actually know until you do their job how well you can do it. Remember, they can argue facts, but they cannot argue with your feelings, and if you say you feel or believe you can do the work, you are being believably honest.

13. Have you had any serious illness or injury?

This is a breeze if there aren't any problems, but if there are, or have been, be prepared the right way — have a signed clearance from your doctor to take with you to the interview, stating you are physically well and in abounding good health and able to meet the demands of a work situation.

14. What are your weaknesses, and what are your strengths?

Smile when they ask this one — have a list made up for yourself that you have memorized about what it is that you do best, such as "I work well with other people on a team basis," then make your weaknesses possible strengths — for instance, "One of my weaknesses is that I find it hard to release responsibility, so frequently I spend a lot of time on my own doing the job myself."

15. Do you have questions about the company or job?

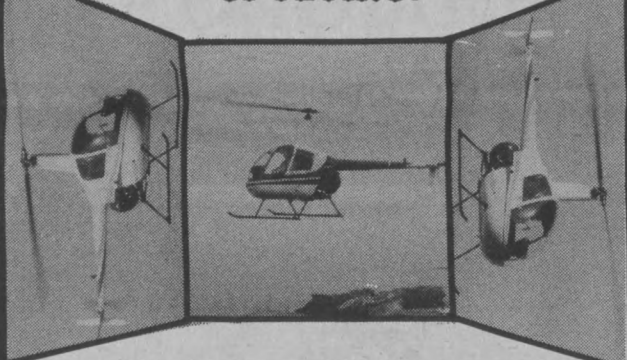
Every employer, down at the bottom of their company hearts, believes the myth that good people are hard to find — and if asked, a good person is always one that is really interested in the company and in the job that they do — so this is an ideal time to relate your interest, enthusiasm and commitment to the company and the job.

16. How do you feel about working with a younger or older supervisor?

Isn't it amazing that supervisors are people too? Your concern, of course, is that you do the best job possible for the company, and the supervisor is there to help and age is not a criteria of ability to do this.

(Prepared by Toni St. James of the CA Employment Development Dept.)

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Grad School Options Affect Career Decisions

If you're a college undergraduate, the decision of whether and where to attend graduate school may loom in the future the way the question of whether and where to attend college haunted you as a high school junior.

"The decision of whether to attend graduate school requires a good deal of careful thought and research."

Both questions deserve a good deal of thought and research. It is as important to delve into yourself and discover your reasons for wanting to continue your education as it is important to learn about a variety of schools and programs to decide which one is right for you.

First, think about your goals. Ask yourself your reasons for wanting to attend grad school, and carefully consider the advantages and disadvantages of alternatives. If your career goals or specialization make advanced education necessary, or if your personal research has shown you that you will be able to get a better job with a graduate degree (consider your definition of

"better," here), then grad school may be for you. On the other hand if you are using grad school as an end in itself — because you feel you'll have difficulty finding a job with your present degree, because others expect you to go, or because you don't feel ready to leave the security of a university and enter the risky working world, then entering a graduate program may only leave you with the same problems you have now.

If you have thoroughly examined your goals and reasons and decided to work toward a further degree, begin thinking about where you would like to continue your education. Know what you are looking for and research schools carefully. The quality of a graduate program is best evaluated by comparison; talk to people in your career field and find out what kind of preparation and/schools they recommend. When you have narrowed your focus to specific schools, talk to faculty and alumni about the program's strengths and weaknesses. Additional evaluations of graduate programs also appear in professional journals and graduate school literature. Catalogs are available in the UCSB Career Resource Room (Bldg. 478) and on microfiche in Bldg. 427.

Besides the nature of the program, it is important to

think about a variety of other factors which may influence your satisfaction with the school. Financial considerations are always important — find out how much the program will cost and whether assistantships, loans or other forms of financial aid are available. The school's admissions

requirements may be another determining factor in your choice.

Consider the institution itself. Is its geographic location and setting appealing to you? How large is the university and, more important, how large is the department in which you will

be working? What type of research is being done at the particular institution?

Begin your research early, and start filling out applications and taking any required tests before the last minute. You'll appreciate the extra time when you're writing your fourth essay or you come down with the flu

the day before your LSAT.

Whatever your final decision, the option of graduate school is one which should be thoroughly researched and considered. And preparation — including getting to know yourself and your goals — is the vital first step.

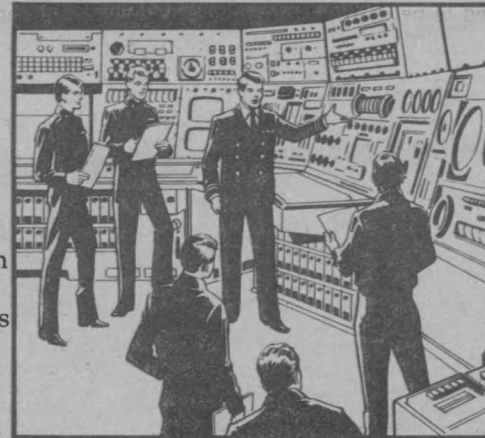
Grad School Potential Test

Thinking about the possibility of graduate school? Consider the true/false questions below, answering each one honestly and truthfully. This is *not* a standardized or validated test, but your answers may supply some hints about your motivations to enter graduate school.

- Does living at a near-poverty level for four to seven years while studying most of the time repulse you?
- Do you enjoy writing term papers?
- Does the idea of giving verbal presentations of academic material in front of a group bother you?
- Do you enjoy reading academic books even if they are not "assigned reading"?
- Do you put off studying for a test as long as possible?
- Have you, on many occasions, given up a desirable social opportunity in order to study?
- Do you want to earn a good salary during your adult lifetime (that is, over \$16,000 a year)?
- Do you like to study?

- Do you have trouble concentrating on your studies for hours at a time?
- Do you, on occasion, read over issues of recent professional journals?
- Do you dislike library research?
- Do you feel you have a tremendous drive to enter your chosen profession?
- Are there many alternative careers that you might like to pursue?
- Do you intend to work full-time at a career?
- Are you sick of school right now?
- Are your grades mostly A's and B's?
- Do you feel that your grades are far below the capacity you actually have?
- Do you like the idea of doing research projects?
- Do you dislike the competition from other students that you face in school now?
- Can you carry out projects and study without direction from anyone else?

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