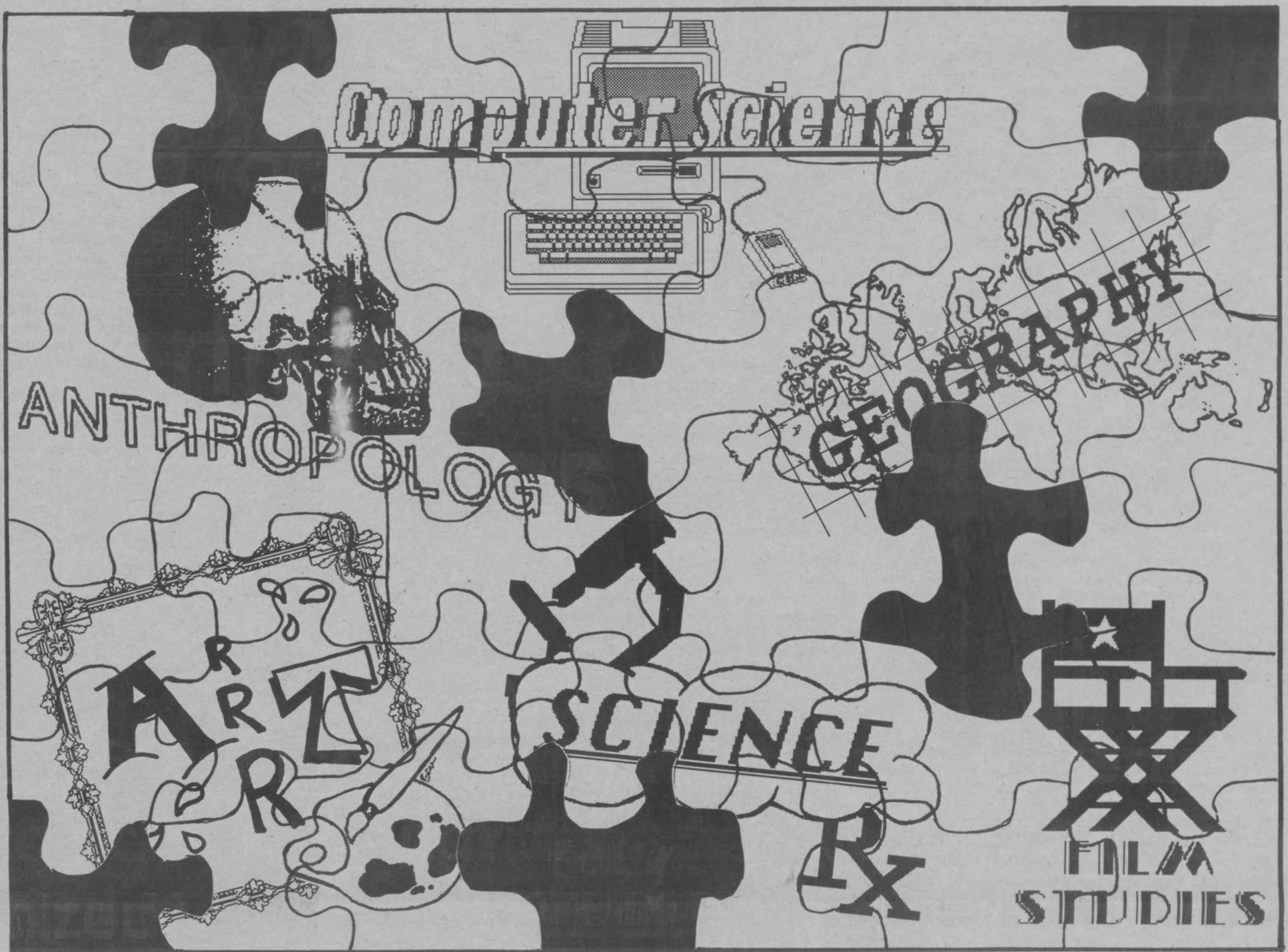


# Trying to Piece Together a Major?



## Peer Advising — Helping Others Helping Yourself

By Dennis Nord

There are currently 35 peer advisor positions at Counseling and Career Services. Peers on staff work in every facet of our program to help students find careers, cope with stress, land a position as an intern and help athletes make use of student services.

*What do they get out of their experience?* First, they get opportunities to play a major role in developing our programs. They are trying out ideas they have about what students need and what might work to get the services and information to other students like themselves. Most of them tell us this is the first job where they were valued for their ideas and creativity and not just a body to fill a slot and to do a highly defined task. They get challenged by students who ask for help, each with their unique set of circumstances.

Peers have developed video tapes, computer programs, done service evaluations, contacted speakers for programs, made presentations to student groups, formed career oriented clubs, served on committees, collected, written and disseminated huge amounts of information and created new workshops for UCSB students in addition to their daily tasks of meeting and helping students in groups of one to one.

Second, they have built new skills and gained a great deal of confidence by taking on projects they might not have believed they could do. The experience of doing something entirely new and succeeding is not common enough for college students. Peers with motivation have taken advantage of the possibilities. Sometimes, peers may have felt a project got "dumped" on

them, but in reality they were being tested to see what they would do, how they would handle it.

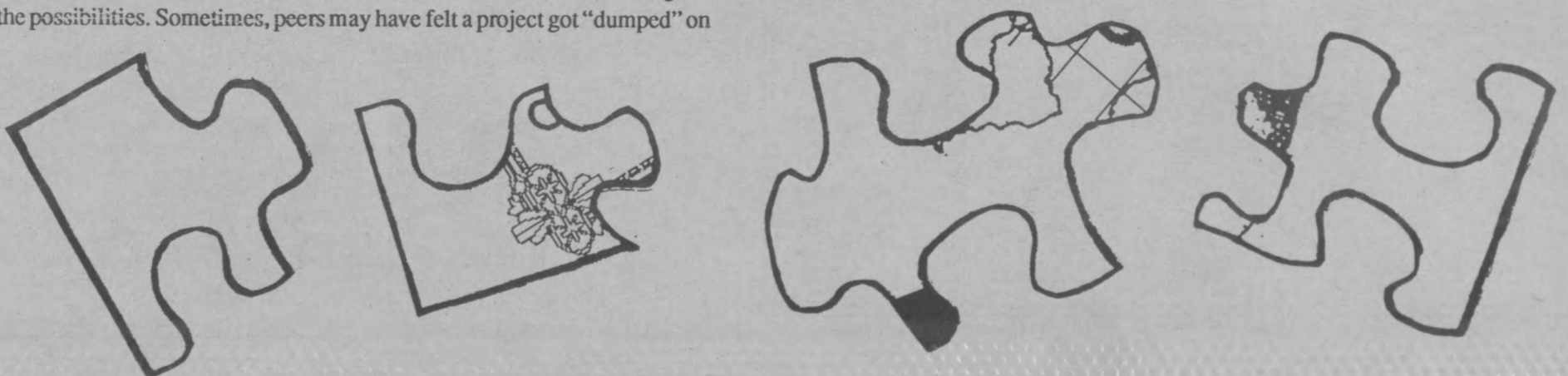
People also learn career development for themselves. Some of our peers had ideas of the future when they started with us, others were as clueless about career as anyone else. Some even left with some career in mind. All of them had their views challenged by their experiences and the information around them.

There is a mix of career experiences for graduating peers. Some have chosen to continue with counseling as their career, others have had completely different careers.

Maybe next year you would like to be a peer? There will be many positions available in each of our four peer groups: Sports Peers, ALP Peers, Career Peers and Stress Management Peers. We are interested in you if you have energy and enthusiasm for meeting and working with lots of new people. Your creativity will be put to work and you will be making a difference in the lives and careers of many of your UCSB fellow students.

If you will be returning for the entire 1992-93 academic year and are interested in a guaranteed 10 hour a week job, then look for orientation meetings scheduled this quarter and/or pick up an application in the Career Resource Room.

Application deadline is February 26, 1992. Turn in your application to the Career Resource Room.



# Summer Job/Internship WORKSHOPS

Students with disabilities: please feel free to contact our office if there are any special requirements related to your attendance of Counseling & Career Services workshops. We can be reached at 893-4411.

Counseling & Career Services is open Monday through Friday, 8:30-11:45 a.m. and 1:00-4:30 p.m.

### INTERNATIONAL WORK ABROAD PROGRAM

For students interested in learning about specific summer and year-round internship programs. Special handouts and information will be distributed and discussed.

Wed., Jan. 22..... 4-5:30 pm

### ENGINEERING/COMPUTER SCIENCES

For sophomores, juniors and senior engineering or computer science majors not graduating this June. This workshop will provide a partial listing of Santa Barbara employers who are planning on hiring for the summer, plus useful tips and handouts for clarifying and applying to other potential statewide or national summer internship employers.

Wed., Jan. 22..... 4-5:30 pm

Thur., Jan 23..... 4-5:30 pm  
Engineering II Conference Room

### HOW TO DEVELOP A SUMMER INTERNSHIP IN YOUR HOMETOWN

Don't procrastinate! Beat the summer rush for jobs. Attend this workshop now. Learn specific short cuts for identifying and researching employers in your career or industrial field for the San Francisco or Los Angeles areas. Representative examples of internships available will be provided along with handouts and advice on what questions to ask for the information you need before applying. Geared to non-technical majors completing their sophomore or junior year.

Los Angeles:

Wed., Feb. 12..... 4-5 pm

San Francisco:

Thur., Feb. 13..... 4-5 pm

### INTERNSHIP WORKSHOPS\*

Explore careers through hands-on experience in part-time, preprofessional, community based internships. Find out what types of internships are available, when to apply and how to get involved with the program.

Wed., Jan. 8..... 4-5 pm

Thur., Jan. 9..... 4-5 pm

Tue., Jan. 14..... 9:30-10:30 am

Thur., Jan. 16..... 4-5 pm

Tue., Jan. 21..... 9:30-10:30 am

Thur., Jan. 23..... 4-5 pm

Tue., Jan. 28..... 9:30-10:30 am

Thur., Jan. 30..... 4-5 pm

Mon., Feb. 3..... 4-5 pm

Tue., Feb. 4..... 9:30-10:30 am

Wed., Feb. 5..... 4-5 pm

Mon., Feb. 10..... 4-5 pm

Tue., Feb. 11..... 9:30-10:30 am

Wed., Feb. 19..... 4-5 pm

Thur., Feb. 20..... 4-5 pm

\*Students are encouraged to apply at least a quarter in advance of when they wish to begin their first internship. 1992 Applied Learning Internship application deadlines:

Spring: Feb. 24, 1992

Summer: May 18, 1992

### SUMMER INTERNSHIPS IN WASHINGTON D.C.

Learn more about the UCSB Washington Center (Capitol Hill Program). Learn how to apply, program costs and available internship options. All majors welcome. Preference given to students with GPA of 3.0 or better and upper division standing at the time internship begins.

Wed., Jan. 15..... 4-5 pm

Counseling & Career Services 1109

Thur., Jan. 16..... 4-5 pm

UCen room 2

### BIOLOGICAL SCIENCES SUMMER JOBS

Especially for biological science majors completing the sophomore and/or junior year. This workshop will help students assess career interests for potential summer internship options. Specific summer employer directories and job search information will be provided. Bring a bag lunch and get motivated to start your summer job search now.

Thur., Jan. 23..... 12-1 pm

### SUMMER CAMP JOB RECRUITMENT DAY

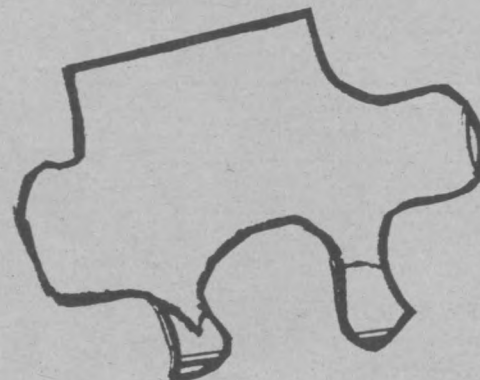
Representatives from over 30 day and residential camps will be recruiting for their summer staff positions. These summer jobs offer all majors a tremendous opportunity to develop leadership, training and programming skills while offering a chance to work in the beautiful outdoor settings. These positions are especially useful for students interested in human resources in management, human services or teaching careers.

Wed., Mar. 4..... 10 am-2:30 pm

UCen Pavilion

## Job Clubs This Spring

This Spring we are launching a special recession fighting armada of Job Clubs. This is the opportunity to get inspiration and motivation to pursue the career job of your choice. Check in with Counseling and Career Services early Spring Quarter to get started. If your group would like advance opportunities in starting a job club come by and see us early.

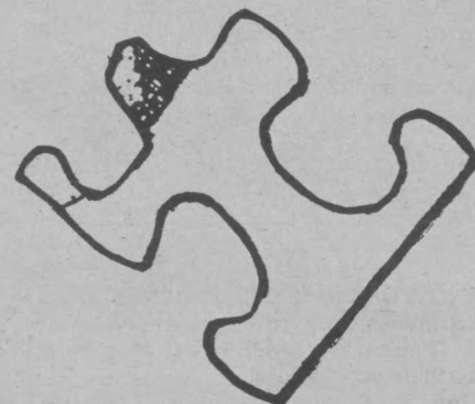


## Sports Career Night!

Come learn about careers in sports beyond coaching and playing.

Tuesday, Jan. 28 • 7 pm

Counseling & Career Services 1109



## Freeman & Mills, Inc

is pleased to announce

that on

February 7, 1991

the firm will be

interviewing

Economic and

Business Economic majors

for the position of

STAFF CONSULTANT

Inquire at the  
Counseling and  
Career Services Building

## EXECUTIVE • KNOW • HOW

THE MAY DEPARTMENT STORES COMPANY KNOWS HOW!

- Fortune 500 Company, ranked #81
- 16 consecutive years of record-breaking earnings
- Nationally recognized Executive Training Program ranked as one of the top ten across all industries by "Business Week" magazine
- Identified as one of the 20 best first jobs in terms of compensation, corporate culture, and quality of training by "Career Vision" magazine
- Career opportunities in Los Angeles with May Company and Robinson's

KNOW HOW TO DO IT!

- Please stop and visit us during our Open House on Tuesday, January 28<sup>th</sup>
- UCEN, room #3
- 9:30am-3:30pm
- Meet with recent alumni
- Casual attire
- For more information, please call our Executive Recruitment Office collect at (818)509-4551

**MAY**  
THE BUSINESS OF RETAILING

All workshops meet in Counseling & Career Services Building, room 1109 and are approximately 50 minutes long.

Students with disabilities: please feel free to contact our office if there are any special requirements related to your attendance of Counseling & Career Services workshops. We can be reached at 893-4411.

Counseling & Career Services is open Monday through Friday, 8:30-11:45 a.m. and 1:00-4:30 p.m.

**RESUME WRITING**

In this workshop you will learn how to write a resume that will help you make that crucial first impression. Also, learn how to write an effective cover letter.

- Thur., Jan. 16 ..... 2-3 pm
- Wed., Jan. 22 ..... 3-4 pm
- Thur., Jan. 23 ..... 10-11 am
- Thur., Jan. 30 ..... 2-3 pm
- Wed., Feb. 5 ..... 3-4 pm
- Thur., Feb. 6 ..... 10-11 am
- Tue., Feb. 11 ..... 11 am-12 pm
- Tue., Feb. 18 ..... 2-3 pm
- Mon., Feb. 24 ..... 3-4 pm
- Thur., Feb. 27 ..... 10-11 am
- Mon., Mar. 9 ..... 3-4 pm
- Tue., Mar. 10 ..... 2-3 pm

**INTERVIEW SKILLS**

This workshop covers the principles of effective interviewing which apply to gaining internships and professional positions upon graduation.

- Tue., Jan. 21 ..... 2-3 pm
- Thur., Jan. 23 ..... 2-3 pm
- Thur., Jan. 30 ..... 10-11 am
- Thur., Feb. 6 ..... 2-3 pm
- Thur., Feb. 13 ..... 10-11 am
- Tue., Feb. 18 ..... 11 am-12 pm
- Thur., Feb. 20 ..... 2-3 pm
- Tue., Feb. 25 ..... 11 am-12 pm
- Thur., Feb. 27 ..... 2-3 pm
- Thur., Mar. 5 ..... 10-11 am

**CREATIVE JOB SEARCH STRATEGIES  
(Alternatives to Campus Interviews)**

Since on-campus interviews are only one of many ways in which graduating students find professional employment, expand your repertoire of job search strategies by attending this workshop.

- Tue., Jan. 21 ..... 11 am-12 pm
- Tue., Feb. 4 ..... 2-3 pm
- Wed., Feb. 19 ..... 3-4 pm
- Tue., Feb. 25 ..... 2-3 pm

**IDENTIFYING YOUR CAREER OBJECTIVE**

The first step in doing a job search is figuring out what you're searching for. This workshop will outline the steps you go through to establish an objective.

- Thur., Jan. 16 ..... 10-11 am
- Tue., Feb. 4 ..... 11 am-12 pm

**CAREER WORKSHOPS**  
Winter Quarter  
1992

**READING BETWEEN THE LINES**

Using the want Ads

Think you know how to use the want-ads? Think again! There is often more to an ad than meets the eye. Learn how to read for what an ad is really saying and what it's not saying.

- Wed., Jan. 29 ..... 3-4 pm

**HOW TO DO AN INFORMATION INTERVIEW  
(The One-Hour Internship)**

Get the inside story about a career of your choice (Accountant? Novelist? Rock Star?). Learn proven techniques for contacting and interviewing professionals in the world of work. If you are afraid to interview people about their careers, don't miss this workshop!

- Thur., Feb. 6 ..... 4-5 pm
- Wed., Feb. 26 ..... 4-5 pm

**SENIOR SEMINAR**

Designed to provide the first time job seekers with a comprehensive and practical approach to career planning and job search through the use of the "Professional Self" model.

- Sat., Feb. 1 ..... 9 am-1 pm  
Counseling & Career Services 1109

**APPLYING TO GRADUATE SCHOOL**

This workshop will provide information on the graduate school application process including ways to research graduate schools, suggestions for letters of recommendation, and information on available campus resources to help you with the application process.

- Fri., Jan. 31 ..... 11 am-12 pm
- Mon., Feb. 10 ..... 3-4 pm
- Thur., Feb. 20 ..... 3-4 pm
- Mon., Mar. 2 ..... 3-4 pm

**MBA WORKSHOP**

This workshop will provide important criteria used in evaluating MBA Programs and general information on the admission process.

- Sat., Jan. 18 ..... 1-3 pm  
Counseling & Career Services 1109

**WHAT SHOULD I BE WHEN I GROW UP?**

Some people are born knowing what they want to be. Most of us have to figure it out on our own. This workshop will help you clarify your values so you can easily see where your own path lies.

- Mon., Jan. 27 ..... 3-4 pm

**SO YOU WANT TO BE A PROFESSOR\***

Topics include how to decide whether college teaching and research is an appropriate career option, how to identify the best departments, the changing (improved) academic labor market, and the differences associated with working at various types of colleges and universities.

- Tue., Jan. 28 ..... 2-3:30 pm

\*This workshop is designed for undergraduate students considering this career option. Graduate students are welcome, but the focus is not on the academic job search process.

**CAREERS IN TEACHING**

Panel discussion by professionals in the field of teaching. There will also be a question and answer period.

- Thur., Jan. 30 ..... 4:30-6:30 pm

**AFRAID TO HAVE A CAREER DREAM?**

How to get a job in "Paradise" and a house on "Easy Street." What you need to do to make it happen. This workshop is especially for students trying to decide which career is right for them.

- Mon., Jan. 27 ..... 12-1 pm

**CAREERS IN PUBLIC HEALTH**

Interested in a career in the Health Care industry? Do job titles like Biostatistician, Health Educator, health Care Administrator, Environmental Health or Epidemiology intrigue you?

This workshop will provide an overview of the field of Public Health with specific attention to career choices within the industry, internships, and undergraduate preparation. Information on graduate schools of Public Health will also be provided.

- Thur., Jan. 23 ..... 5-7 pm

**CAREERS IN SOCIAL WORK**

If you have always wanted to help people in a variety of meaningful ways, this workshop will give you a concrete, logical and highly marketable way to do that. This workshop will provide information on the diverse career options in Social Work including: Clinical Social Work, Administrative, Health care, School Social Work, Family Service, Gerontology, and Occupational Social Work.

Specific information will be discussed regarding what to look for in a graduate school of Social Work.

- Thur., Feb. 13 ..... 5-7 pm

**CHOOSING A MAJOR**

Find out how you can successfully choose a satisfying and fulfilling major which most matches your interests and needs by attending one of our workshops in February. Call 893-3201 to find out more and to sign up.

**ATTENTION SENIORS**

We need Sales Representatives

Sign up for on-campus interviews now for February 10

Astro Office Products Inc. is a rapidly growing sales subsidiary of CANON U.S.A. Strong customer demand has created exciting career opportunities in state-of-the-art electronic office equipment sales. We are looking for sales reps for our Copier, Facsimile, and Information Management product areas. Positions are available in Los Angeles, Orange, San Bernadino, and Riverside counties.

Backed by CANON'S large company strengths, you'll be responsible for setting strategies and pursuing direct sales opportunities. We offer an excellent training program, salary plus commission, auto allowances, medical, dental, and life insurance along with 401K profit sharing plans, and a company gym.

If you are a graduating senior or have a Bachelor's degree, sales or related experience, please sign up with us at the Career Center for on-campus interviews, or send a resume to:

Employment and Staffing  
Astro Office Products, Inc.  
110 W. Walnut St., Gardena, CA 90248



EQUAL OPPORTUNITY EMPLOYER M/F/V/H

*PROFESSIONALS ON THE MOVE*



Interviewing for Summer Internship and Fall Full-time positions in accounting in the Los Angeles and Orange County Offices

Thursday, January 23

Friday, January 24

Sign up in the CAREER CENTER

# Winter Quarter In

## Engineering/Science

COMPANY NAME	MAJORS	DATE
<b>WEEK #1</b>		
Factory Mutual Engineering	All engr	1/13, 14
Vantage Analysis Systems, Inc.	CmpSc, EE	1/13
<b>WEEK #2</b>		
*Intel Corporation	EE	1/23, 24
Santa Barbara Research Ctr.	Chem, CmpSc, EE, ME, Phys	1/21, 22
Wiltron	CmpSc, EE	1/24
<b>WEEK #3</b>		
*C & D Interiors	ME	1/29
*Hewlett Packard	ChemE, CmpSc, EE, ME	1/28, 29
Honeywell	ChemE, CmpSc, EE	1/30
Ransco Industries	EE, ME	1/29
VISA USA	CmpSc, Math	1/30
<b>WEEK #4</b>		
Advanced Micro Devices	ChemE, EE, Matrl	2/4, 5
Amdahl Corporation	CmpSc	2/4
Motorola/Gov't	CmpSc, EE	2/7
Motorola/SPS Div.	EE	2/7
NCR Corporation	CmpSc	2/6
Northrop/Aircraft	CmpSc, EE, ME	2/4
Northrop/B-2 Div.	CmpSc	2/4
Rockwell International	Matrl, ME, NucE, Phys	2/7
Trimble Navigation	CmpSc, EE	
<b>WEEK #5</b>		
*Applied Magnetics	EE, ME	2/13
Hughes Aircraft	CmpSc, EE, ME, Phys	
Los Alamos National Labs	Chem, ChemE, CmpSc, EE, Geol, Matrl, ME, NucE, Phys	2/10
*Microsoft Corporation	CompSc, EE, Math, Phys	2/10
Microwave Modules & Devices	EE	2/10
Texaco, Inc.	ME	2/13
Vitesse Semiconductor	EE, Matrl	2/13, 14
<b>WEEK #6</b>		
Andersen Consulting	ChemE, CmpSc, EE, Math, ME	2/21
Flour Daniel, Inc.	ChemE	2/21
Loral	CmpSc, EE	2/20
National Semiconductor	CmpSc, EE, Matrl	2/21
Price Waterhouse/M.C.	All engr	2/20, 21
Tandem Computers	CmpSc, EE	2/21
<b>WEEK #7</b>		
Andersen Consulting	CmpSc, ChemE, EE, ME	2/28
GE Nuclear Energy	Matrl, ME, NucE	2/24
ITT Federal Services	CmpSc, ECE, Math, Phys	2/28
Process Instr. Diag. Inc.	ChemE, EE	2/28
Unocal 76	ChemE	2/26

## Economics

COMPANY NAME	MAJORS	DATE
<b>WEEK #1</b>		
*Coopers & Lybrand	All majors**	1/17
<b>WEEK #2</b>		
*Deloitte & Touche	All majors**	1/23, 24
Hueblein, Inc.	All econ	1/23
MetLife Insurance	All majors	1/21
Santa Barbara Research Ctr.	BusEcon, Acctg	1/21, 22
Seiler & Company	Acctg	1/24
Surgidev Corp.	All econ	1/24
<b>WEEK #3</b>		
Ernst & Young	All majors	1/30
New York Life Insurance	All majors	1/29
<b>WEEK #4</b>		
Cohn Handler & Co	Acctg	2/3
*Earth Capital	All majors	2/3
John Hancock Financial Services	All majors	2/4
Macy's California	All majors	2/3
Freeman & Mills	All econ	2/7
<b>WEEK #5</b>		
*Applied Magnetics	Acctg	2/13
Canon Astro Office Supply Prod.	All majors	2/10
Deluxe Check Printers	All majors	2/11
E.J. Gallo Winery	All majors	2/11
Internal Revenue Service	All majors	2/10
MetLife Resources	All majors	2/11
Northwestern Mutual Insurance	All majors	2/12
Russ Berrie & Company	All majors	2/12
U.S. Peace Corps	All majors	2/11, 12
<b>WEEK #6</b>		
Andersen Consulting	All econ	2/21
Bullocks	All majors	2/18
Enterprise	All econ	2/19
Farmers Insurance	All majors	2/20
May Department Stores	All econ	2/21
Price Waterhouse/M.C.	All econ	2/20, 21
Sanwa Bank	All econ	2/20
<b>WEEK #7</b>		
First Interstate Bank	All majors**	2/25
Home Depot U.S.A.	All majors	2/27, 28
Public Interest Research Group	All majors	2/25
Wallace Computer Services	All econ	2/25
State Farm Insurance	All econ	2/27

To sign up for one of these interviews you must register with the Campus Interview Program at Counseling & Career Services, Bldg. #599. Other organizations have scheduled but have not yet specified the majors they will interview. Check the Master Calendar for the names of those firms. These lists are subject to change.

\*Check job description binders for possible summer/internship positions.

\*\*Must have some accounting coursework. Check job description binder for specific requirements.

## Interested in Med School?

Take the first step and find out about:

- The MCAT exam
- What to expect in Med School
- The application process
- and Much, Much More!

# FREE

Santa Barbara Area MCAT/Med School Seminar:

Stanley H. Kaplan Center  
Goleta - 6464 Hollister Ave. #7  
Wednesday, January 15  
6:30 PM

CALL 1-800-KAP-TEST for reservations and information

STANLEY H. KAPLAN  
Educational Center Ltd.

## INTERESTED IN DOING A CAPITOL HILL INTERNSHIP THIS SUMMER 1992?

(Recently merged with the UCSB Washington Center)

- GAIN VALUABLE WORK EXPERIENCE
- EARN ACADEMIC CREDIT
- HAVE FUN IN D.C.

LEARN MORE, ATTEND ONE OF THE FOLLOWING ORIENTATION MEETINGS:

Wednesday, January 15, from 4:00-5:00 PM  
at Counseling & Career Services, Room 1109

(or)  
Thursday, January 16, from 4:00-5:00 PM  
at UCEN, Room 2

ALL MAJORS WELCOME! INTERNSHIPS ARE AVAILABLE IN:

- |                                  |   |
|----------------------------------|---|
| Arts/Culture                     | Labor                                   |
| Business/Commerce                | Law/Justice                             |
| Civil Rights                     | Policy Research                         |
| Communications                   | Public Interest/Special Interest Groups |
| Environment/Energy               | Public Service                          |
| Foreign Policy/Defense           | Science/Technology                      |
| Government/Public Administration | U.S. Congress                           |
| Human Services                   | Community/Urban Affairs                 |
| International Affairs            | Women's Issues                          |

IF YOU ARE UNABLE TO ATTEND, STOP BY THE CAPITOL HILL TRAILER 310E FOR AN APPLICATION OR CALL 893-3090

SUMMER INTERNSHIP APPLICATION DEADLINE:  
FRIDAY, JANUARY 31, 1992



# Interview Schedule

## Liberal Arts

COMPANY NAME	MAJORS	DATE
<b>WEEK#1</b>		
*Coopers & Lybrand	All majors**	1/17
<b>WEEK#2</b>		
*Deloitte & Touche	All majors**	1/23,24
Heublein, Inc.	All lib arts	1/23
MetLife Insurance	All majors	1/21
Surgidev Corp.	All lib arts, Engl	1/24
<b>WEEK #3</b>		
Ernst & Young	All majors	1/30
New York Life Insurance	All majors	1/29
Travelers Companies	Engl, IntSt, Hist, Psy, Soc	1/29
<b>WEEK#4</b>		
*Earth Capital, Inc.	All majors	1/29
John Hancock Financial Services	All majors	2/4
<b>WEEK#5</b>		
Canon Astro Office Products	All majors	2/10
Deluxe Check Printers	All majors	2/11
E.J. Gallo Winery	All majors	2/11
Internal Revenue Service	All majors	2/10
MetLife Resources	All majors	2/11
Northwestern Mutual Life	All majors	2/12
Russ Berrie & Company	All majors	2/12
U.S. Peace Corps	All majors	2/11,12
<b>WEEK#6</b>		
Bullocks	All majors	2/18
Enterprise	All lib arts	2/19
Farmers Insurance	All majors	2/20
May Department Stores	All lib arts	2/20
<b>WEEK#7</b>		
First Interstate Bank	All majors**	2/25
Home Depot U.S.A.	All majors	2/27, 28
Public Interest Research Group	All majors	2/25
State Farm Insurance	All majors	2/27
Wallace Computer Services	Comm,IntSt	2/25

## How to Obtain Campus Interviews

### WHAT ARE CAMPUS INTERVIEWS?

Employers from large companies, government agencies, and school districts come to Counseling & Career Services to interview students for permanent professional positions upon graduation. These are entry level positions which do not require experience. The purpose of the campus interview is to screen applicants for further interviewing at the employers' locations.

### WHO IS ELIGIBLE?

You must be a currently enrolled student for the full-time/permanent employment interviews, graduating no later than August 1992. A few employers interview sophomores and juniors for summer jobs, usually in the accounting or technical fields. You must complete both a Counseling & Career Services Registration Form and a Campus Interview Registration Form in order to be eligible to participate in campus interviews. You only need to do this once during the academic year unless there are changes in your address, phone number, GPA or expected graduation date. You may update such information at the Campus Interview Desk.

### HOW TO OBTAIN INTERVIEWS —

Interview opportunities are distributed through a computerized bidding process. This system maximizes your chances of getting interviews with the employers you are most interested in without standing in line. At the begin-

ning of each quarter you will be assigned 1000 points. You decide how many points to bid on each employer of your choice. All bids are entered into a computer and students who meet the employers' requirements, with the highest bids will be the "Selected Bid Winners." The bids you file that are accepted will be automatically subtracted from your 1000 points. The only instances in which you will be given your bid points back are if you were not a "Selected Bid Winner" or if an employer cancels. (You are responsible for keeping track of your point balance).

There are two circumstances in which you may be able to obtain interviews through an open sign-up process. This may be used when a company's schedule does not fill through bidding or when a company schedules a recruiting date after the bidding period.

### IF YOU DON'T GET AN INTERVIEW —

Cancellations may occur at any time, up until the day of the interview. Inquire at the Interview Desk in person or by phone for late cancellations.

Leave your resume in the Resume File Cabinet by the Interview Desk. Those resumes will be put in the employers' packets the day prior to their arrival.

Use the employers' business card file located by the Interview Desk to contact employers directly by sending your resume and a letter of application to their addresses.

### Winter Quarter 1992

Week of	File Bids	Confirm Appt.	Open Sign-ups
Jan 27	Jan. 13-14	Jan. 16-17	Jan. 21
Feb. 3	Jan. 21-22*	Jan. 23-24	Jan. 28
Feb. 10	Jan. 27-28	Jan. 30-31	Feb. 4
Feb. 18	Feb. 3-4	Feb. 6-7	Feb. 11
Feb. 24	Feb. 10-11	Feb. 13-14	Feb. 18

\*Adjustment made due to Holidays or quarter breaks.



**DELUXE**  
CHECK PRINTERS

★ *Graduating Seniors* ★

**We will be on Campus February 11, 1992 and April 21, 1992 interviewing for a Management Trainee position. If you are interested in a career opportunity in management, we would appreciate the opportunity to talk with you on one of these dates.**

**Please contact the Counseling and Career Service office to schedule an appointment.**

Sincerely,

**Deluxe Check Printers**

### DIFFERENT DEGREES OF SUCCESS

“ I never knew hard work could be so much fun. ”

Keith Stapp  
BA, Communications  
UCSB 1988  
Management Trainee, Goleta

At Enterprise, the average time it takes to reach a management level position is less than three years. But, like Keith Stapp, you have to "pay your dues" — work hard, learn fast, and have fun. No exceptions.

That's how we built one of America's fastest growing and largest privately held companies. But frankly, if you can meet the demands we place on entrepreneurial college graduates, there are no limits to how far you can go in a company that pays the highest wages overall in the industry.

**Sales Management Trainees**  
**\$23,000**

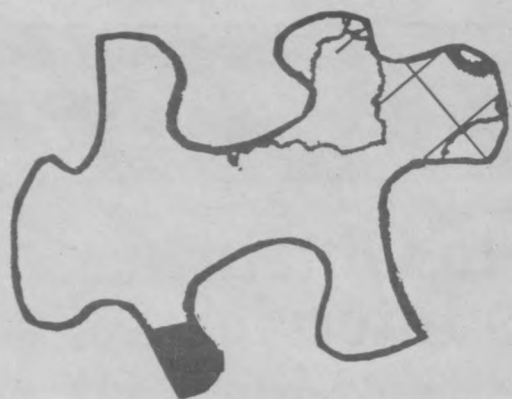
To share in our success throughout the Southern California area, you'll need:

- A BS/BA degree
- Strong communication skills, enthusiasm and drive
- Retail/sales experience a plus

You'll learn all aspects of running a business including sales, marketing, personnel management and more — while enjoying full pay and benefits! Interested? We'll be on campus for interviews Wednesday, February 19th. If you are not able to meet with us please call Debbie Prescott at (818) 909-7952 or send a resume to Enterprise, 8230 N. Sepulveda Blvd., Van Nuys, CA 91402-4307. An Equal Opportunity Employer.



**ENTERPRISE**



# Let an Internship Help You with Your Future

*"We are concerned with the self and how the self gets on. We leave out the society, the culture. We don't ask ourselves: 'How is our family doing? How is our city doing? How is our world doing? This we don't ask.'"*  
— Rollo May

Here's How:

- 1) **EXPERIENCE** — Internships provide important hands-on experience, the number one criteria employers look for when hiring.
- 2) **CONTACTS** — Internships expose you to the professionals who have access to other professionals in your field who can be instrumental in helping you get a job later on.
- 3) **COMMUNITY SERVICE** — Internships can give you the chance to do something important for the community you live in while helping you develop the confidence and leadership skills you will need.
- 4) **EXPLORATION** — Internships help you sample different career fields before you invest more time and money in further education and training.
- 5) **EDUCATION** — Internships expand your education by allowing you to examine the theoretical concepts you've learned in the classroom within a context of "real world problems and situations."

Use the following Internship/Volunteer Opportunities Guide to help you find your internship connection:

**Applied Learning Program**

Counseling & Career Services, Ext. 4411.

Offers over 300 part-time community based internships in brokerage firms, hospitals, advertising agencies, government, non-profit agencies, and other types of small businesses. To apply, students attend an internship workshop offered every week at Counseling & Career Services a quarter before they wish to begin their first internship.

**A.I.E.S.E.C.**

Trailer Office across from pool.

A student-run business that trains and recruits student directors and volunteers to market the benefits of a world-wide interns exchange program for local businesses involving more than 40,000 students at 532 universities in over 64 countries worldwide.

**CALPIRG**

Trailer 306, Ext. 8319.

Offers internships in consumer and environmental research and

advocacy (e.g., toxic wastes, off-shore oil processing).

**Capitol Hill Program**

Trailer 310E, Ext. 3090.

Offers academic internships for juniors and seniors in D.C. Senate, Congress, private interest groups, as well as other federal agencies. Places approximately 100 students from all majors annually.

**CAB (A.S. Community Affairs Board)**

UCen 3rd Floor, Ext. 4296.

A.S. Community Affairs Board. Places over 1,000 students annually with over 200 businesses, non-profit organizations and social services agencies in either one-time events such as: Blood Drives, Non-Profit Fundraising and Isla Vista Halloween Clean-Up or an on-going activity such as: Best Buddies, Hunger/ Homeless and Special Olympics.

**Environmental Studies Internship Program**

Ext. 3185.

Places upper division environmental studies majors with a minimum of a 3.0 GPA in academic internships with local agencies and businesses dealing with urban and regional planning, natural resource management, energy, environmental education and environmental law. A small number of placements are with Washington, D.C. agencies.

**Pre-Professional Program**

Graduate School of Education, Ext. 3976.

Provides students considering the teaching profession the chance to volunteer four to six hours per week in a classroom setting under a supervising teacher. Three quarters of the pre-professional program is recommended for entrance into credential programs.

**Student Health Services, Peer Health Education Program**

Ext. 2630.

Offers volunteers 4-6 hours per week opportunities to students who have successfully completed a series of two quarter training classes, each 2 units on health related topics of nutrition, relationships, sexuality, stress management, alcohol and other drugs, eating disorders, cold care and hypertension programs.

**Summer Academic Research Internships**

Graduate Division, Ext. 2322.

The summer program offers minority college juniors intensive research and academic skills through special projects.

**FREE HAIRCUT AND STYLE AT NEXUS**

Products Company

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Models selected must be available for haircut and style on any or all of the following days:

- Monday, January 20
- Tuesday, January 21
- Friday, January 24

Styling sessions: noon to 7pm (approximately)  
For additional information call: 968-6900

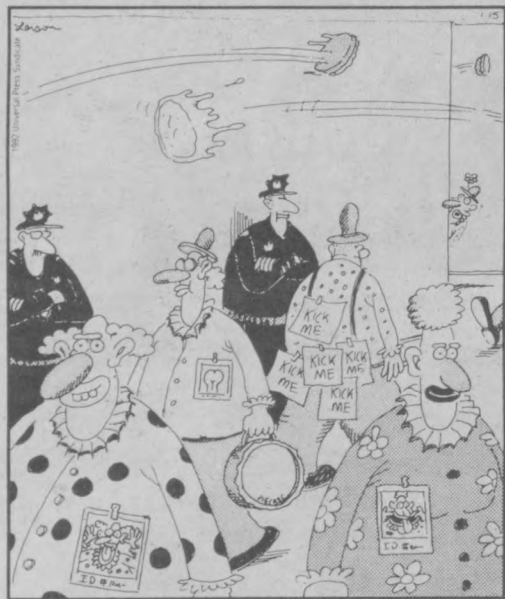
*Don't miss this wonderful opportunity to have your hair cut and styled by Internationally renowned Hair Stylists.*



presents...

**THE FAR SIDE**

By GARY LARSON



In the corridors of Clowngress

with this ad \$1 OF ANY PIZZA EXCEPT PLAIN CHEESE

## Myths About Majors

By Camille DeBell

**1. You can't do anything with a Liberal Arts major.**

Wrong! In fact, just the opposite is true. There are so many different possibilities that we can't even list them all here. The confusion about liberal arts and jobs seems to happen because there is not a one-to-one correspondence between liberal arts major and jobs the way there seems to be in areas such as accounting or engineering. Rather, a liberal arts major allows you to develop transferable skills in several broad areas, including oral and written communication, analytical and flexible thinking, creativity, and interpersonal relations. A 1982 survey of 113 large American companies ranked these skills as the *most important* for advancement in their companies. If you take advantage of opportunities, *any* liberal arts major can help you develop these skills.

**2. My major will determine my career.**

Not necessarily. Even someone in a highly structured major like electrical engineering might end up doing a variety of things: marketing representative for an international computer firm; robotics designer for a high tech manufacturer; systems consultant for a government agency. Many employers seek college graduates without specifying any particular major. Over one half of all college graduates pursue careers that are not directly related to their major. In the liberal arts, the options are particularly broad: business, education, government, health care, the arts, or non-profit organizations.

Factors *other* than your major often play a more important part in determining your career direction.

Work or internship experience in your field of interest can greatly increase your marketability. Your grades, skill level, and the use of effective job search strategies may also affect your ability to secure your first position.

**3. The sooner I choose a major, the better.**

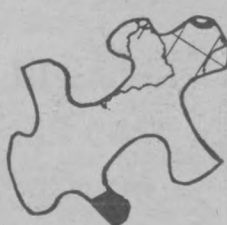
Cut yourself some slack! Freshman and sophomore years are a time to learn more about yourself and explore options. Learn about majors by taking electives in various disciplines. Talk to upperclass students and faculty about majors that interest you. Do volunteer work or obtain internships to gain more exposure to areas of interest. Give yourself some time to make a choice that fits you.

A good reason for choosing a major is because you do well in it and enjoy the courses. Choosing a major because it seems "practical" or because someone else wants it may cause you a lot of problems later on. Remember, once you have made a decision about a major, you are not stuck with it for life! In fact, many students change their majors at least once before graduating.

Finally, let go of the myth that your major determines your career. This will give you more flexibility to make a good decision.

Counseling and Career Services can help you on the path to dispelling myths about majors. Our career library has an excellent selection of books and handouts with information about common career paths for most majors. Computerized career counseling, and career interest inventories are also available. Career advisors can provide guidance with decision making on either a drop-in or appointment basis.

*"There is no such thing as a problem without a gift for you in its hands. You seek problems because you need their gifts."*  
— Bach, 1977  
*The Adventures of a Reluctant Messiah*



**CAREERS IN COMMERCIAL BANKING SANWA BANK CALIFORNIA**

California's sixth largest bank, invites all interested juniors and seniors to attend a Pre-Interview Information Meeting

UCEN, Room 1  
January 29, 1992  
2:00pm - 4:00pm

Learn about the banking industry and career opportunities in Corporate, Real Estate and Trade Finance.

On-Campus interviews scheduled for February 20, 1992.



**Yosemite exciting opportunity**

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Diana Francis  
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Phelps--3210  
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Application deadline February 3, 1992

## If I Knew Then What I Know Now: Advice from UCSB Alumni

By Lilly Maestas, A.C.S.W.  
Career Advisor  
and Lorelei Snyder

The room bustled as thirty or so University of California at Santa Barbara graduates milled about the still familiar classroom chairs, at a recent workshop held in conjunction with Homecoming. Many had shared dorm rooms, class breaks and late night study sessions. The easy conversation soon turned to their new careers, and they laughed nostalgically remembering what they expected at the time vs. how things actually turned out.

"How many of you are still with the same firm you hired on with?" I asked. Only one hand went up. More than 75 percent were now in their third professional position but relatively happy where they were, and planning to stay and move up through its ranks.

They spoke in great detail about the disillusionment of their first job, primarily due to unreal expectations they held of the World of Work and their place in it.

"At least at school you had an idea of how you are performing," one alumni pointed out. "Every couple of weeks there's a test to reinforce your learning or to let you know you'd better get on the ball. On my first job I was not evaluated until the end of the year. When it finally happened, I nearly freaked out! My boss told me everything I was doing wrong. I asked why he hadn't said anything before? He just looked at me like I'd asked where the pencil sharpener was. I learned the hard way to ask 'How am I doing?' every once in a while.

"I tried that, and it didn't get me very far," volunteered another young man. "All they ever said to me was, 'You're a UC graduate. You mean to tell me you can't figure that out? What did they teach you on that fancy campus of yours anyway?'"

Six months into the job, half were ready to leave. Most went through what they termed a "career crisis" and lamented they hadn't made use of the career services available. Several sought out career counselors, others requested testing through local community colleges and others simply bought a book on job search and toughed it out alone.

They joked about their embarrassment at feeling lost and undirected during this time. They did not want their families to know they were considering leaving that first job so soon after college. Many, for the first time, were facing the realities of rent, groceries, car loans, and credit card payments, not to mention the repayment of their student loans!

Some stayed as long as two years in that first job, but knew shortly after a year they had to move on. It was just a matter of timing.

Interestingly enough, the women left their jobs sooner, believing society gave them more latitude to explore and be less directed than men. Evidently everyone accepts the old saw, "A woman has a right to change her mind."

The men agreed with this. They joked about making phone calls to each other and lying about how great their jobs were because they didn't want to sound like failures. They also admitted the reason they called in the first place was to find someone to talk with about the situation.

Both men and women spoke of how alone they felt during that first career crisis.

"If you could go back to graduation knowing what you do now, what would you do differently? What would be different about your approach to the job market?" I asked.

"I'd be more realistic the second time around," answered one woman. "I'd accept I had an entry level position. I'd learn from it and move on." The rest nodded in agreement.

"I had to make some hard choices," summed up another. "Some of them were not good ones, but across the board I'm not unhappy with where I am today."

The afternoon confirmed five important points:

1. College graduates have unreal expectations of the work world that led them to be disappointed in their first job.
2. Employers expect competence in employee's problem solving and decision making abilities, and don't intend to teach it.
3. Experience is the best teacher.
4. There seems to be a critical period of decision making shortly after entering the marketplace which results in redefining career goals.
5. The first career change tends to set the stage for the next couple of job transitions. Positioning at this point is critical to the quality of future work life.

A series of events led to this successful positioning. By getting a more accurate picture of who they were as a working professional or maybe who they wanted to be at that point, they began to establish realistic, attainable, and satisfying goals.

You can start by defining your own personal interests, hobbies and passions, and looking at industries and occupations that include them. Learn to emphasize the skills important to those occupations.

Explore your personal work values. Begin to look at world events and the global economy as well as the national agenda, and identify where job opportunities are likely to expand and research individual firms and positions within those industries. As you review these different companies, develop individual criteria for the kinds of benefits, organizational values and goals that are important to you.

As you integrate your interests, skills, and work values, with your economic and employment research, you will create an image of how you want to interact with the working world. You will discover how you can impact and control decisions that affect the quality of your working life.

The development of this Professional Self is like a single tightly closed bud. Like the bud, as your Professional Self opens for you, you'll learn you have many options, any of which position you for a more rewarding future.

Based on *What To Do When Your Dream Comes True and It's a Nightmare: A Guide to Successful Career Change*, by Lilly Maestas and Lorelei Snyder.

## Book Reviews

By Lilly Maestas  
Career Advisor

The following books are available at the UCSB Bookstore in the Career Section of General Books.

### *The Perfect Cover Letter*

Author: Richard Beatty  
Publisher: John Wiley & Sons, 1989  
\$9.95, 173 pages, 10 chapters

Students will often labor for hours over the perfect resume making sure all of their skills are outlined, their qualifications are duly noted and the credentials impeccably presented, then skimp on the presentation of a Cover Letter. The issue of correspondence between potential employer and job seeker is an important one that often leaves the job seeker in what I call the "Information Void." It is the job seeker's version of the age old question, What do you say after you have said hello?

In his book *The Perfect Cover Letter*, Richard Beatty not only tackles the cover letter by many other forms of correspondence that job seekers should know is available to them during the job search. The book is peppered with examples of "What to do" and more "What not to do." Mr. Beatty deals not only with content but with the various formats that different industries prefer. The information in this book goes far beyond just the cover letter, it also addresses appropriate ways of setting the stage for the potential employer to review your credentials and resume.

Well written and informative, it is an easy read. The book is loaded with information that is easy to retain and quite helpful for new job seekers who have little experience with business correspondence.

### *How You Really Get Hired — Straight Talk for College Students From a Corporate Recruiter*

Author: John L. Lafevre  
Publisher: Prentice Hall Press, 1989  
\$8.95, 215 pages, 15 chapters

If you are interested in beginning your career in the corporate or private sector this book will give you "inside" information on the process by someone who is there. The first part of the book, "What You Must Know About Personnel and the Birth of a Job," does a fine job of setting the stage and outlining for the reader the particulars of employment in corporate America. This section of the book stresses patience on the part of the job seeker and provides information on how business forecasts from year to year their employment needs.

The author provides the reader with criteria to evaluate the kind of industries and positions within those industries that would be of most interest to recent college graduates. The book gets a little bogged down in the second half with standard information on interviewing, resume writing and ways of preparing your credentials.

The strength of this book lies in Mr. Lafevre's insights into the corporate world. It is not often that job seekers are privy to how corporations hire. The author handles the subject matter with integrity but also with a bit of satire and leaves the reader with a refreshing sense of "Don't take the whole thing so seriously!"

### Do Your Relationships Lack Quality?

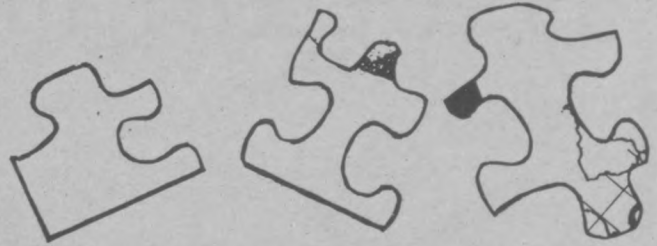
Communication is a learnable skill and can reveal the deeper patterns underlying your present awareness.

This change can lead to personal growth & emotional healing.

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(after 8pm)



M. Lyn Levine M.A.  
Credentialed  
Family Life Therapist



## Looking for the Ultimate Santa Barbara Summer Job?

Can you play tennis, golf, volleyball, sing, play an instrument? Do you love being around people of all ages? Do you have experience working in summer camps, resorts or other hospitality businesses? Do you like to work hard and have fun? If you answered **yes** we may have the job for you at the...

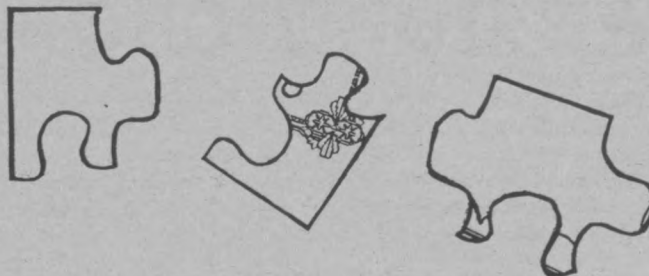
### Family Vacation Center.

The Family Vacation Center, sponsored by the UCSB Alumni Association, has positions available for Summer 1992. We're looking for enthusiastic, hardworking, funseeking individuals to work in the following areas:

<i>kids' groups</i>	<i>front desk</i>
<i>office</i>	<i>crafts</i>
<i>pool</i>	<i>golf</i>
<i>tennis</i>	<i>entertainment</i>

Applications available at the Office of News & Communications, room 1124 in Cheadle Hall or the UCSB Alumni Association, 6550 Hollister Ave. (corner of Hollister & Los Carneros) room 1301.

Applications are due by **January 31, 1992.**  
Call 893-3123 for more information.



# GOLETA VALLEY INN

## HAPPY NEW YEAR!

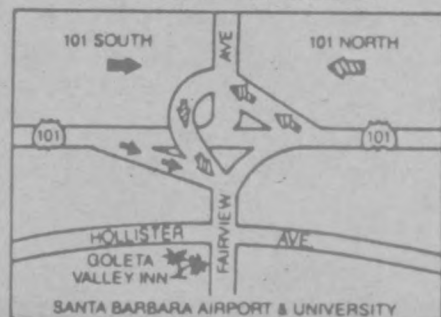
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