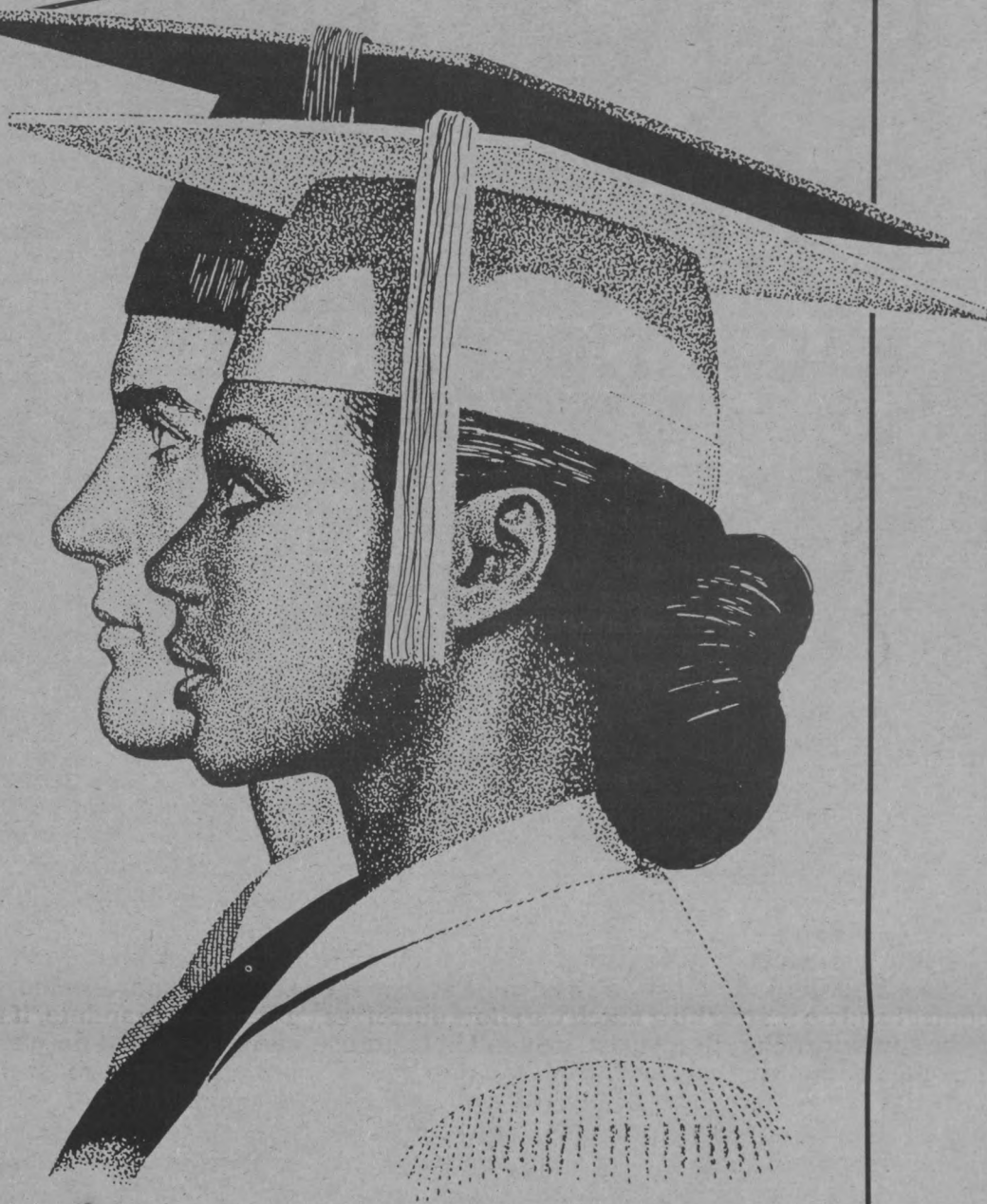


Counseling & Career Services wants to remind you:

Only 253 days left until
Graduation!

Do you know where your career is?



Life After Graduation Details inside

*This issue dedicated
in loving memory of
Dr. Ernest Woods.*

Your Career, Your Future

By Dennis L. Nord

When should you start on this business of getting a career? When is it just too late? What is the best career to go into? What can I do with my major?

If you have questions like this you need the Career Resource Room in Counseling and Career Services (the Pink Building that has #599 next to it on the campus map). Friendly Career Peers will be able to help you find current career information on hundreds of careers.

Are you a Senior and you still haven't been in to the Career Resource Room? The time is now! Start early this fall so you can map out the path to the career of your choice whether or not that path will include grad study. This fall we have employers looking for June 92 grads right now.

Which Way to Go from Here:

Your high school counselor said college would be a good place for you to make up your mind about a career. Your parents say you could do anything you put your mind to. Your roommate says you should major in astronomy because you're getting to be such a space case.

Try *Career Quest* in the Career Resource Room. It's a career planning program to help UCSB students figure out a description of what they want. It makes you come up with a list of criteria that describe the job you want. Then you take that information and begin looking for a match. No charge either!!

Campus Employment:

When do they come? Campus interviews take place this quarter for positions that will be filled in June 1992. While there will be interviews again in Winter and Spring, the employer array will be different. Those who start early have the advantage.

Who comes? Most years there are about 300 employers. Most employers that can afford to come to campus are representatives of large organizations (not all of them are private corporations). Most of them come from outside the Santa Barbara area and may be national employers. The employers that come to UCSB have decided they can use grads from this campus.

Why do they come? Because they hire multiple people for the same job title. They may need dozens or even hundreds for these positions. Some are here to hire people with degrees in fields from which there is a low ratio of graduates to openings. These employers want to compete for the small pool that exists by coming to campus. This may account for why they come to campus in the fall looking for spring grads.

Why would an organization not visit? The small number of positions that some employers have open will not warrant a visit to our campus. Most campus interviewers have

significant travel expenses when they travel to UCSB. In addition, the salary for the campus interviewer must be considered. If there is a readily available pool of applicants for their positions employers are unlikely to trouble themselves by making a campus visit. It is possible that the organization simply has a low budget for recruiting, especially in the non-profit sector. The result is that a limited number of employers come to campus. Those employers hire in about 35-40 job titles out of the hundreds of job titles that college students go into. There are many more jobs available than those represented by the campus interviewers.

How many people interview? In 1990 there were 4782 interviews for 1800 UCSB students who participated. That's fewer than 3 a piece. About 1 out of 3 will get a second interview and 1 in 8 will ultimately get a job. This all began with a campus interview. The ratios vary by employer and year.

What do employers look for? Here are criteria we hear most often: leadership, assertiveness, self esteem, ability to make things happen, verbal presentation skills, writing skills, interpersonal skills and math skills.

Who should interview? Employers will indicate what majors they want to interview. Typically, 25% will be open to any major. Others will be highly restrictive. Since these are employers screening students for legitimate positions it is important that you don't use these interviews for practice. A good rule of thumb is to choose to interview any employer with whom you would be willing to accept employment. If you have no intention of giving their offer any consideration, don't interview!

What do I need to do to prepare for the campus interviews? Come register at the Career Employment desk. They will tell you how the system works. Do it early in the quarter because it takes some lead time to sign up for the employers you want.

What does it mean if I don't find employers for my major (did I make a mistake)? As stated above, the employers who come are from a limited profile. There are actually many, many more jobs that exist than the ones represented by the campus interviewers.

What do I do if I don't want to interview any of the employers coming to campus? Start working on finding employers off campus. The Career Resource Room has directories to help you locate employers. If you don't find an employer you want to interview on the schedule, then get with the program and attend one of the creative job search workshops.

The Career Placement Manual (free to Seniors) was written by the C&CS staff to help you look off campus for jobs. It is available at the Career Resource Room (get one early, we always run out). Start now and keep at it. Getting a job is a job, probably equivalent to another 4-unit class!

RESERVE OFFICERS' TRAINING CORPS



BELIEVE IT OR NOT, THIS GUY IS IN CLASS.

Excitement and adventure is the course description, and Army ROTC is the name. It's the one college elective that builds your self-confidence, develops your leadership potential and helps you take on the challenges of command.

There's no obligation until your junior year, so there's no reason not to try it out right now.

For more information about the UCSB ROTC program, call Major Schuman at 893-ARMY.



ARMY ROTC

THE SMARTEST COLLEGE COURSE YOU CAN TAKE.



Coupon Tuesday... What a Good Deal!
(Coming Tuesday)



Discover A Career In Management Consulting With Price Waterhouse



We will hold an information session at the University of California, Santa Barbara.

October 2, 1991, 7:00 pm, The Faculty Club.

Interviews will be conducted October 28 and 29, 1991.

Price Waterhouse. Committed to our Clients. Committed to the future. Committed to you.

Graduation is approaching. You're caught up in the excitement of embarking on a promising and challenging career. You want to succeed in the competitive environment of the nineties and beyond.

Price Waterhouse provides you the opportunity to excel in the decades ahead. Our Management Consulting Services (MCS) offers a dynamic atmosphere for gaining practical business experience and technical knowledge.

As a new MCS Information Technology consultant, you will participate in an extensive training program, combining self-study with hands-on experience.

We help develop your skills so that you may continue our tradition of providing the highest quality information technology services to clients from Boston to Bangkok.

If you are among the best and the brightest in an analytical major (MIS, Computer Science, Engineering, Math, etc.), we invite you to come meet with us and learn why you should consider joining Price Waterhouse.

Look to a bright new future with MCS and discover what the nineties hold for you.

Price Waterhouse is an equal opportunity employer.

Price Waterhouse



Exploring International Careers How to Get Started

By Debra Behrens, Career Advisor

Have you ever imagined working as a marketing consultant in Holland, or perhaps as a diplomat in Burkina Faso, or a botanist in Papua New Guinea? The world of international careers presents a dizzying array of possibilities and challenges, and an increasing number of UCSB students are preparing themselves to embark upon international careers after graduation.

The corporate sector and the public sector alike are recognizing the reality of the global economy, the need for collaboration among multinational corporations and between government entities. What are the key skills and qualifications needed by International firms? A recent study conducted by Virginia Commonwealth University reported that the most important skills needed by employers of entry level professionals are written and oral communication, and the ability to organize. The personal characteristics cited as being most desirable included confidence, interest in the position, and sincerity. The types of courses that were considered to be the most useful included International Trade, Business ethics, Business writing and Foreign languages.

International employers often stress a combination of abilities and training which includes specific skills in a profession along with an understanding of the language and an appreciation of cultural values and norms. International business programs cite classic cases in which cultural misunderstandings have caused companies to lose credibility and money overseas. Employees who make the effort to learn about the host culture and the language are invaluable to their organizations. A marketing consultant, now working with a Japanese firm in Tokyo says that his language skills have been almost as important as the international business degree he earned after graduating from UCSB.

Many UCSB students are taking the opportunity to study in other countries through the Education Abroad Program, or other international education programs. A number of students also participate in the Council on International Education Exchange (CIEE) work abroad program which features temporary employment opportunities in various countries including France, New Zealand, Costa Rica and Ireland. Although many of the jobs are not career related, some students are fortunate enough to obtain experience in professional fields such as finance, marketing, tourism and engineering.

How can you prepare yourself for an international career through avenues other than overseas study or work? What if you aren't ready to go abroad, or if you want an international career in the U.S.A.? You will probably want to consider getting an international internship in the local area, the World Trade Center has trained student interns in research, and marketing assignments, the Department of Commerce has sponsored international trade internships, and there are a variety of internships in tourism, education and finance which have an international focus. Remember that getting experience in your chosen field will make you a greater asset to an employer, regardless of whether the assignment is international. Deciding on a general direction, such as diplomacy or import-export is the best way to get started. You always have the option of changing your initial goal once you've gained experience through an internship or summer job.

If you're not sure where to start, review International Careers by David Win for an overview of private and public sector organizations, and chapters 1-3 of The Complete Guide to International Jobs and Careers by Krannich and Krannich, which provides a guide to assessing and planning your international career and examines the pros and cons of the competitive international job market. You can find these and other references in the Career Resources section of Counseling and Career Services.

What types of international jobs have UCSB graduates been offered? UCSB graduates have landed positions as varied as foreign service officer, public relations representative, recreation leader at an international resort, Peace Corps volunteer, computer consultant, elementary teacher and translator. The locations have ranged from major cities such as Mexico City, Paris, Nairobi and Zurich. For a comprehensive look at how UCSB graduates fare in the job market, take a look at the 1990 UCSB Career Survey.

You may wish to attend the International Expo on October 11 at Storke Plaza. You will have a chance to meet representatives from study abroad programs as well as internship and work abroad organizations. CIEE representatives are scheduled to attend.

If you begin this fall by researching international careers, work and study abroad programs, you'll be well on your way to a world of opportunities!

Book Reviews

The following are book reviews by Career Advisor, Lily Maestas. All publications can be located at the UCen Bookstore.

"The Complete Job-Search Handbook"

Author: Howard Figler, Ph.D.

Publisher: Henry Holt and Company, Inc., New York

366 pages

27 chapters

No illustrations, good use of bullets, bold print and columns and graphs to attract the reader.

Price: \$11.95

In my opinion the most comprehensive book on the market. A must in every college graduate's library. Most of you wouldn't come to college without a dictionary to use as a reference. This book serves as your reference book for career planning.

Is not the type of book I would recommend you read from cover to cover, rather skim the text and stop where the mood strikes, or refer to the detailed index to find what you need. Eventually, the whole book will get read if you are serious about career planning.

A good solid book to build your career collection around.

"From Campus to Corporation; and the next ten years"

Successful job-hunting strategies for students

Authors: Dr. Stephan Stresser

Dr. John Sena

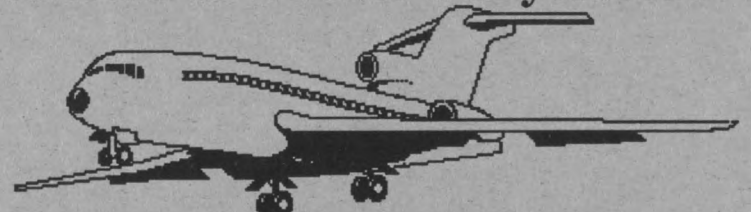
Published by Career Press, Hawthorne, NJ

190 pages

11 chapters

Continued on page 7A

Do You Want to Work or Study Abroad?



International Expo 1991 is for you!

Gather information on:

Internship Opportunities - Study Abroad Information

Friday, October 11th

10:00 AM - 2:00 PM

Storke Plaza

Sponsored by Counseling & Career Services, International Association of Students in Economics and Business (AIESEC), Global Peace and Security, and UCSB Education Abroad Program.

Contemplating Graduate or Professional School?

By Lily Maestas, Career Advisor

If you are a Junior or Senior thinking about graduate school a visit to Counseling & Career Services should be on your list of things to do early this quarter.

We offer special programming for students interested in learning more about graduate study and the process of application to graduate school. This includes resource books listing the names, addresses and deadline dates for graduate schools nationwide, a packet of information outlining the application process, reference books on financial assistance available for graduate school; the application forms for the GRE, LSAT, GMAT, CBEST. Individual appointments with advisors are also available to help you through this fairly stressful process.

The entire graduate school application process, in order to do it well, takes about the same amount of time that you would dedicate to a three unit course. If you are considering graduate school for Fall Quarter '92, this is the quarter that the majority of your work must be done. This includes filling out applications (most students apply to at least five different graduate programs); securing letters of recommendation from your faculty (usually three for each program); drafting and refining your Personal Statement; and preparation and completion of the appropriate graduate entrance exam; not to mention applications that need to be submitted separately for private grants and fellowships!

During Fall quarter, Counseling and Career Services will offer a series of workshops that will help answer questions undergra-

duates may have about graduate schools. Some of the questions you might have are:

- What is the difference between a graduate and a professional degree program?
- How many schools should I apply to?
- How will my career options be enhanced with a graduate degree?
- Is there financial aid available for graduate study, and how to apply for it?
- Which graduate admissions exam do I have to take and when are the test dates?

If any or all of these questions have crossed your mind over the last couple of months then it would be to your benefit to be on the look out for the graduate school series this quarter. The workshops will be advertised in our Workshop Bulletin available in the Career Resource Room. There will be speciality workshops for those of you interested in pursuing a Law degree or an MBA degree. Those times will also be posted in the Workshop Bulletin.

All workshops will be offered in room 1109 and will be one to two hours in length depending on the workshop. After attending the workshops, if you still have questions, stop by the appointment desk at C&CS or call x4411 and make an appointment to speak with Lily Maestas for graduate programs or Alex Jimenez with questions in regard to Law or Business graduate programs.

Want to Know Where Your Liberal Arts Degree Can Lead?

Your bachelor's degree, combined with a Master's from the Annenberg School for Communication, can take you into a management career in mass media, telecommunications, public policy, corporate communication, and more.

Here's what some recent graduates of Annenberg's M.A. program are doing:

Paramount Pictures
Vice-President, TV Programming

Walt Disney Co.
Analyst, International TV Marketing

MGM/UA
Director, European Sales & Marketing
International Home Video

J. Walter Thompson
Sr. Account Executive

Price Waterhouse
Senior Telecommunications Consultant

Abbeville Press
New Projects Editor

Warner Bros. Records
Coordinator, International Publicity

Black Entertainment Television
Director of Operations and
Business Development

Goldman, Sachs & Co.
Senior Telecommunications Analyst

The Learning Channel
Vice President,
Affiliate Sales & Marketing

National Cable TV Association
Director, State & Local
Regulatory Issues

Tribune Broadcasting
Strategic Planning Analyst

Pacific Telesis
Director, Strategic Analysis

Federal Communications Commission
Analyst, Legal Affairs

Capital Cities/ABC
Research Manager

American Diabetes Association
Public Affairs Director

Your graduate education at the Annenberg School, USC, includes a choice among 30 seminars in communications management. Here are some offerings that serve different career interests:

Law and Public Policy; International Communications; Communications Technologies; Diffusion of Innovations; Communication in Organizations; Business Strategies of Communication Industries; Media in Social Services; Arts and the New Media; Communication Research; Economics of Communication.

Scores of other courses throughout the University can also be used in completing your seven-course program.

Los Angeles is a world capital of communications; Annenberg's Career Development Office helps you get internships for on-the-job learning. Supervised internships are also available in Washington, D.C. Extensive alumni network works in behalf of graduates.

Please send me more information.



Name _____

Address _____

City/State/Zip _____

Currently Attending _____

MAIL TO: The Annenberg School for Communication
3502 South Hoover Street, University of Southern California, Los Angeles, California 90089-0281

INTERESTED

in doing a

Capitol Hill Internship this Winter/Spring 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:

Tuesday, Oct. 8

Noon-1 pm

— OR —

Wednesday, Oct. 9

3-4 pm

UCen Room 3

All Majors Welcome!

If you are unable to attend, stop by the Capitol Hill Trailer 310E for an application or call 893-3090.

**WINTER/SPRING INTERNSHIP
APPLICATION DEADLINE:**

OCTOBER 25, 1991



Finally...A Choice!

THE PRINCETON REVIEW

Avg. score increases
LSAT: 10 pts!
GRE: 200 pts!

has the highest score improvements on:

**LSAT
GMAT
GRE**

CALL TODAY FOR MORE INFORMATION

805-968-5022

Info session: Thurs. Oct 17

Goleta Location!

Goleta Valley

Classes Begin

Community Center-

Oct. 19-LSAT

5679 Hollister Room 5A

Oct. 26-GRE

LSAT: 7:30-8:30 pm

GRE: 8:30-9:30 pm

**Get a
job!**

Council Travel, the nation's student/budget travel specialist, is looking for an outgoing and highly motivated person to distribute flyers and student discount information on campus at UC Santa Barbara.

If you're not shy, have 5-8 extra hours a week, and enjoy getting the word out about student discounts, contact us for more details!

The person hired for this position will be a representative of Council Travel located at 14515 Ventura Blvd. in Sherman Oaks. Preference will be given to individuals available for the academic school year and who have recently experienced working, studying, or traveling abroad.

To arrange an interview, please contact Linda at 800-888-8786, Monday through Friday, between 9:00-5:00. Inquiry about the Campus Rep Program.

Council Travel

**America's oldest and largest
student travel organization!**

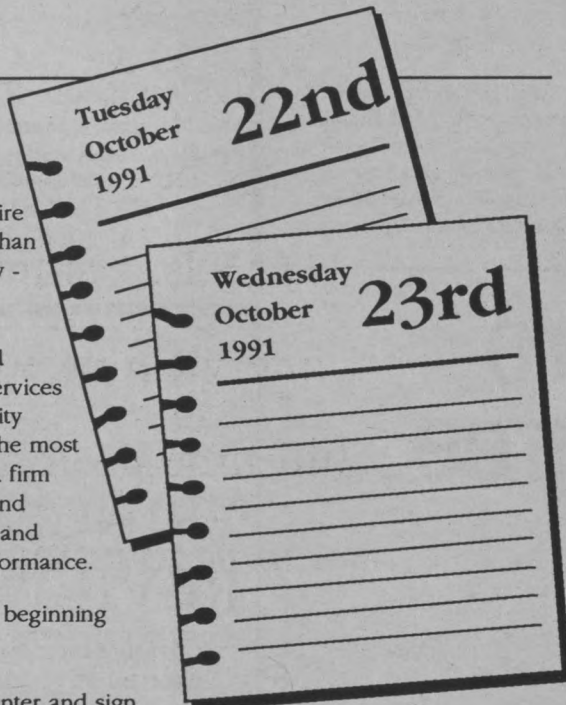
Schedule yourself with Ernst & Young to talk about a real opportunity.

At Ernst & Young UCSB grads have a recognized presence among our staff. After all, we hire more professionals from UCSB than any other campus in the country - and we're looking for more.

Ernst & Young's highly regarded audit, tax and entrepreneurial services practices represent an opportunity to work and grow with one of the most prestigious firms in the world. A firm where individual achievement and success are part of the culture - and reward is the result of your performance.

Full time positions are available beginning January '92.

Stop by the career placement center and sign up for a time on either **October 22nd or 23rd** for either the Northern California or Southern California schedule. We look forward to seeing you there.



ERNST & YOUNG
The leader's choice

FALL INTERVIEWS

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 beginning 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.

The Interview Schedules

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.

ECONOMICS

COMPANY NAME	MAJORS	DATE
WEEK #1		
Arthur Andersen	All econ	10/15
*Coopers & Lybrand	All majors**	10/14
Coro Foundation	All majors	10/15
Deluxe Check Printers	All econ	10/17
KPMG Peat Marwick	Acctg	10/16
*MetLife	All majors	10/15
Northwestern Mutual Life	All majors	10/16
Selner & Company	Acctg	10/18
WEEK #2		
BDO Seidman	Acctg	10/25
Deloitte & Touche	All majors**	10/21
Ernst & Young	Acctg	10/22,23
Farmers Insurance Group/L.A.	Acctg	10/21
Given Finkel & Co.	Acctg	10/25
Household Credit Services, Inc.	All econ	10/25
Kenneth Leventhal & Co.	Acctg	10/22,23
Lady Footlocker	All majors	10/24
Nanco Restaurants, Inc.	All econ	10/24
State Board of Equalization	Acctg, all econ	10/24,25
U.S. Marine Corps	All majors	10/23
WEEK #3		
Canon Astro Office Products	All majors	10/28
Enterprise Rent-a-car	All majors	10/30
First Interstate Bank	All majors	10/30
I.R.S.	All econ	10/31,31
Macy's California	All majors	10/31,11/1
New York Life	All majors	10/30
Price Waterhouse/Audit-Tax	All majors**	10/29
Price Waterhouse/M.C.	Econ, EcMth, BusEc	10/28,29
Shell Oil Company	Acctg, BusEc, Econ	10/29
WEEK #4		
Bullock's	All majors	11/7
Cohn, Baruck & Handler	Acctg	11/4
Farmers Insurance Group/Ventura	All majors	11/8
Federal Deposit Insurance Corp.	All majors	11/4
Heublein, Inc.	All econ	11/5
Kellogg & Andelson	Acctg	11/5
MetLife Resources	All majors	11/5,6
O'Rourke & Clark	Acctg	11/4
Russ Berrie & Co.	All majors	11/5
WEEK #5		
AT&T	All econ	11/11,12
Andersen Consulting	All econ	11/15
State Farm Insurance Companies	All majors	11/15
Wallace Computer Services	All econ	11/12
Youngs Market Co.	All majors	11/13
WEEK #6		
JCPenney Company	All majors	11/22
Lincoln Financial & Ins. Serv.	All econ	11/19
McMaster-Carr Supply Company	All majors	11/18
Pacific Island Club	All majors	11/18,19
WEEK #7		

*Check job description binders for possible summer/internship positions.
**Must have some accounting coursework. Check job description binder for specific requirements.

POSITIONS AVAILABLE FOR BUSINESS ECONOMICS MAJORS ACCOUNTING EMPHASIS

CANDIDATES FOR ENTRY LEVEL AUDIT POSITIONS, WITH SAN FRANCISCO AND LOS ANGELES BASED CPA FIRM SPECIALIZING IN PROVIDING AUDITING AND FINANCIAL CONSULTING SERVICES TO FINANCIAL INSTITUTIONS NATIONWIDE, MAY REGISTER FOR CAMPUS INTERVIEW WITH O'ROURKE & CLARK CERTIFIED PUBLIC ACCOUNTANTS, ON NOVEMBER 4, 1991 OR CONTACT EUGENE O'ROURKE AT 415-468-7470.

FALL INTERVIEWS

LIBERAL ARTS

COMPANY NAME	MAJORS	DATE
WEEK #1		
*Coopers & Lybrand	All majors**	10/14
Coro Foundation	All majors	10/15
Deluxe Check Printers	Comm,IntSt,Psy	10/17
*MetLife	All majors	10/15
Northwestern Mutual Life Ins.	All majors	10/16
U.S. Army Engineering	Geog	10/15
WEEK #2		
Deloitte & Touche	All majors**	10/21
Household Credit Services, Inc.	Comm	10/25
Lady Footlocker	All majors	10/24
Nanco Restaurants, Inc.	All lib arts	10/24
U.S. Marine Corps	All majors	10/23
WEEK #3		
AFL-CIO	All lib arts	10/31
Canon Astro Office Products	All majors	10/28
Enterprise Rent-a-car	All majors	10/30
First Interstate Bank	All majors	10/30
Macy's California	All majors	10/31,11/1
National Security Agency	Ling	11/1
New York Life	All majors	10/30
Price Waterhouse	All majors*	10/29
WEEK #4		
Bullock's	All majors	11/7
Farmers Insurance Group/Ventura	All majors	11/8
Federal Deposit Insurance Corp.	All majors	11/4
Heublein, Inc.	All lib arts	11/5
MetLife Resources	All majors	11/5,6
Russ Berrie & Co.	All majors	11/5
WEEK #5		
AT&T	All lib arts	11/11,12
State Farm Insurance Co.	All majors	11/15
The Travelers	IntSt,Engl,Hist,Psy,Soc	11/12
Wallace Computer Services	IntSt,Comm	11/12
Youngs Market Co.	All majors	11/13
WEEK #6		
JCPenney Company	All majors	11/22
Pacific Island Club	All majors	11/18,19
McMaster-Carr Supply Company	All majors	11/18

WEEK #7

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

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

ENGINEERING/SCIENCE

COMPANY NAME	MAJORS	DATE
WEEK #1		
*Chevron Corporation	ChemE,EE,ME	10/17
Factory Mutual Engineering	ChemE,EE	10/14,15
Fluor Daniel, Inc.	ChemE,ME,Phys,Stats	10/17
Grumman Aircraft Systems	CmpSc,EE,Math,Phys	10/16
Harris Corporation	CmpSc,EE,Me	10/17
LSI Logic Corporation	CmpSc,EE	10/18
Motorola, Inc.	CmpSc,EE	10/15
Northrop Corporation	CmpSc	10/17
Unocal 76	ChemE,EE,ME	10/18
U.S. Army Engineering	CmpSc,EE,Geog,Geol, Math,ME	10/15
WEEK #2		
Farmers Insurance Group/L.A.	CmpSc,Math	10/21
*GE Nuclear Energy	ME,NucE	10/21
ITT Federal Services Corp.	CmpSc,EE,Math,Phys	10/25
Los Alamos National Laboratory	Chem,ChemE,Matl,Phys CmpSc,EE,ME	10/25
SETPOINT, Inc.	CmpSc,ChemE,EE,ME	10/21
U.S. Marine Corps.	All engr & sci majors	10/23
VISA USA	CmpSc,Math	10/24
WEEK #3		
Intel Corporation	ChemE,EE	10/31
National Security Agency	CmpSc,EE,Math	11/1
Price Waterhouse/M.C.	All engr	10/28,29
Rockwell International	Matl,ME,NucE,Phys	11/1
*Trimble Navigation	CmpSc,EE	10/30,31
Shell Oil Company	Chem,ChemE,CmpSc,ME	10/29
Watkins-Johnson Company	CmpSc,EE,Phys	10/28,29
WEEK #4		
ICOTRON	ChemE	11/8
NCR Corporation	CmpSc	11/5
Pacific Missile Test Center	EE,ME	11/4
WEEK #5		
*ABB Simcon	ChemE	11/15
AT&T	All engr	11/11,12
Andersen Consulting	ChemE,CmpSc,EE,Math ME	11/15
Applied Magnetics	EE,ME	11/14
Applied Signal Tech, Inc.	CmpSc,EE	11/14
Logicon, Inc.	All engr,Math,Phys	11/13
Naval Ship Weapon System Engr.	EE	11/13
Proctor & Gamble Company	ChemE	11/14
Sandia National Labs	CmpSc,EE,Matl,ME,NucE	11/11
TRW	EE,ME	11/15
WEEK #6		
Maxdem, Inc.	Chem,ChemE,Matl,ME	11/18

WEEK #7

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

DELOITTE & TOUCHE

"Professionals On The Move"



will be on the
U.C.S.B. Campus
interviewing for
full-time positions
in accounting

MONDAY, OCTOBER 21, 1991
AT THE PLACEMENT CENTER

Canon

SALES CAREERS

Astro, a growing subsidiary of CANON USA sells and services Canon office equipment. Our customer base includes businesses of all sizes from all industries.

We are looking for sales Representatives for our Copier, Facsimile, and Information Management product areas. Backed by Canon's large company strengths, you'll be responsible for setting strategy and pursuing direct sale opportunities.

WE OFFER:

- Excellent Training Program
- Salary Plus Commission
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Wilderness Quest for Career

By Dennis L. Nord

"What would you discover alone overnight in the out-of-doors? Maybe you would be bored? What would you be bored with? Yourself? Could you learn something from being away from the rest of your world?" These were some of the questions for the students considering the outing. While we had one of the students hanging from a 150 foot cliff, another hiker came by. She asked, "What 'climbing club' this was?" The answering class member relished telling her, "This is a career class from

UCSB."

What is a career class doing in the wilderness? Seeking. Testing values by breaking the usual train of events. Developing more self understanding through risk taking and team building. This is one of the discussion groups of Ed 164.

In preparation for the outing, we talked about rites of passage and sense of adulthood. "When does one arrive at adulthood? How do you know when you have arrived? What does it mean to have a career?" The trip itself would consist of two nights, the second alone on solo. The solo would include fasting for 24 hours.

From the students came these questions: "What about food? What (dangerous) animals are there? What if there is an accident? Where will I sleep? How can I go 24 hours without food?" In response they were asked what they wanted in their experience. We discussed more rigorous solos that people had endured with positive results and suggested that this experience was easily within the groups' capability and might well be a unique experience.

In the first group there was a variety of UCSB students. Bret* was high energy and seemed a little rebellious. Roy had had other backpacking and outing experiences and didn't expect this to amount to much. Sandy had been a camp counselor the previous summer. Kathie was high energy and self confident.

The idea of choosing to be in the group that would share this outing was itself a strong initial bond. There was a group sense of accepting the challenge.

We got to know about each others' career concerns. Where would career fit? Can a job be interesting, or will it all be drudgery? Graduate school right away or ever? Why work? How does family and formative experiences relate to now and current wants?

We spent the first evening preparing dinner and discussing values. Life goals and where they came from became the theme of the discussion. We shivered through a cold night, especially those with slumber-party-grade sleeping bags. The sun steamed us out of bed the next morning and after breakfast, we got everyone out on the top of the rock.

We spent most of the morning learning about the gear and the technique for repelling. One at a time and slowly we went over the rock. Lori told me later she had a fear of heights. She had not intended to go off the rock at all. Once we were up there, she volunteered enthusiastically. No problem. For her it was the high point of accomplishment. We cheered each other on the way down.

By lunch time we were more of a team than most groups become in a quarter. We discussed the solo experience. "Try not to anticipate too much what your experience will be. See if you can focus on just having your experience. Don't do it so you have something to tell others. You lose a little of it that way. Make this special for you. If career things come up, ok, if they don't that is

ok too."

Students felt fear and challenge in the repelling and the solo experiences. One woman slept with her emergency whistle in her mouth. It went unused. A man reported being afraid. He heard lots of dubious night sounds. A few people had minor mishaps and recoveries on the rock that quickened their pulse. All of this was excellent grist for values clarification. The more the experience was a challenge, the more it had an effect on their lives. What is worth doing in life?

After facing the 150 foot rock, getting information from an alum about their work seems like a minor risk. What could go wrong? After a night alone in the wilderness dark with the stars and breeze, reality takes a slight change of direction. Many career risks and challenges were reframed as plausible. Developing a sense of what is important is more personal. Taking responsibility for choices means taking the risk to fail. Failure was put in a new light, new understanding of consequences that makes the challenges more worthwhile.

We have come back to the discussion group to explore the skills used during the outing. Which ones are familiar or new? Are some of them inherently good to use, or is the good feeling part of the context of the experience or the people? Which of these skills would you want to continue with?

In the end it is change in perspective that counts.

Student quotes about the experience:

It is when I try to be 'rational' that my dreams stop.

I was lying to myself and I knew it.

My barriers are pushing outward...time does not matter.

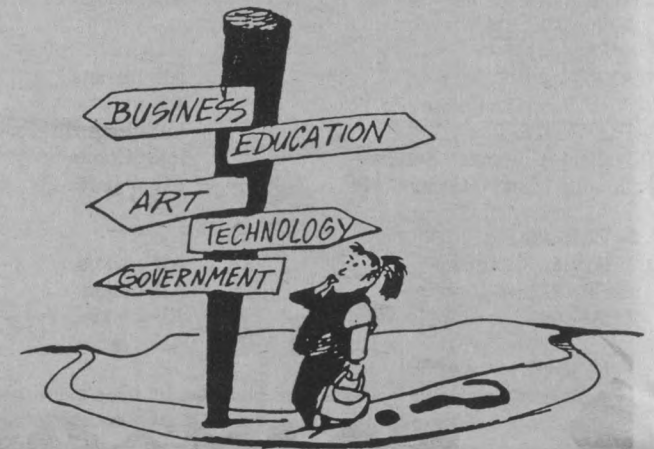
Nature is unbelievable and I am a part of it now.

Being wrong was often beneficial.

I will have a career I love because it's possible and because I deserve it.

The only one who can really inspire me is me.

*All names are fictional.



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✓ **A.S. Community Affairs Board (CAB)** is located on the 3rd Floor of the UCen Room 3125. We are open Monday - Friday from 9:00 am - 4:00 pm. Drop by, or give us a call at 893-4296. We will be open the first day of Fall Quarter, and are ready to help you get connected with your neighbors through a meaningful and rewarding community service activity.

Book Reviews

Continued from page 2A

No illustrations, Bold lettering and good highlighting

Book contains some good practical suggestions but doesn't feel like you get much. The authors sound rather like your parents' friends offering helpful advice. Which is okay if that is what you're looking for in a career planning book. With chapter titles like, "What Mr. Chips never taught you," and "Here there be Dragons: The Job Interview," it's a little too cute for me.

Treat this as an adjunct to a meatier career planning book, but on its own it doesn't stand.

"Dare to Change Your Job — and your life"

Author: Carole Kanchier, Ph.D.

Publisher: Master Media Limited, New York

252 pages

9 chapters

Solid text, no illustrations, no bold lettering. Might scare off the timid because of the extensive text.

Book uses the concept of "Questers." Are you one? How can I become one, etc. Includes a Quester Questionnaire to find out if you are one.

Good use of original concept to frame career change. Well written. Has targeted the mid-life career changer.

Does not do much in terms of how to research the job market. Does not put career change into a job market context. Over-emphasizes the psychological aspects of career change without addressing the realities of a changing and fluid job market.

Book does a good job of focusing the reader on the issue of Personal Assessment as it relates to the job search but it could leave you with little information on what industries or positions to target during your search. It provides the reader with a good first step in the right direction.

"The New Professional: Everything You Need to Know for a Great First Year on the Job."

Author: Ed Holton

Publisher: Petersons Guides; Princeton, NJ

320 Pages

20 Chapters!

No illustrations but a good use of bullets and bold print for highlighting major points.

Price: \$13.95

Impressive at first glance, but the material is too tedious. They weren't kidding about giving you everything you would ever need to know. It leaves you with the impression that the author believes these new professionals are not capable of making a move without first consulting this text.

They try to cover everything from Work Ethics, to Respect at Work, to Friendliness. There seems to be little regard for whatever life experience and common sense the reader may bring with them to this point. The reader should be treated more respectfully.

I would recommend this book for someone entering the job market with no previous work experience at all. Otherwise it overstates the obvious.

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ON CAMPUS TODAY THRU FRIDAY

INFO TABLE:
Wednesday and
Thursday, Oct. 9 & 10.
In front of the UCen
9 am - 3 pm

LIBERAL ARTS &
TEACHING IN
PEACE CORPS
TODAY, Wednesday
UCen, Room 1
4 pm - 5:30 pm

SCIENCES &
TEACHING IN
PEACE CORPS
TOMORROW.
Thursday - UCen,
Room 1
3 pm - 4:30 pm

AND DON'T MISS
US AT THE INTER-
NATIONAL EXPO
FAIRE!
Friday, Oct. 11
Storke Plaza
10 am - 3 pm

INTERVIEWS:
Wednesday and
Thursday, Oct. 30 & 31
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Career Workshops Fall Quarter, 1991

All Workshops Meet in Counseling & Career Services Room 1109 and are approximately 50 minutes long

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. Oct. 10	10-11:00 am
Thur. Oct. 17	2-3:00 pm
Tue. Oct. 22	11-12:00 Noon
Wed. Oct. 23	3-4:00 pm
Thur. Oct. 24	2-3:00 pm
Tue. Oct. 29	2-3:00 pm
Thur. Oct. 31	10-11:00 am
Mon. Nov. 4	3-4:00 pm
Wed. Nov. 6	3-4:00 pm
Thur. Nov. 7	2-3:00 pm
Tue. Nov. 12	2-3:00 pm
Thur. Nov. 14	10-11:00 am
Mon. Nov. 18	3-4:00 pm
Tue. Nov. 19	2-3:00 pm
Thur. Nov. 21	2-3:00 pm
Tue. Dec. 3	11-12:00 Noon

INTERVIEW SKILLS

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

Thur. Oct. 10	2-3:00 pm
Tue. Oct. 15	2-3:00 pm
Thur. Oct. 17	10-11:00 am
Mon. Oct. 21	3-4:00 pm
Thur. Oct. 24	10-11:00 am
Tue. Oct. 29	11-12:00 Noon
Tue. Nov. 5	2-3:00 pm
Mon. Nov. 11	3-4:00 pm
Wed. Nov. 13	2-3:00 pm
Thur. Nov. 14	2-3:00 pm
Tue. Nov. 19	11-12:00 Noon
Thur. Nov. 21	10-11:00 am
Mon. Dec. 2	3-4:00 pm
Tue. Dec. 3	2-3:00 pm

INTERNSHIP WORKSHOPS

Find out what types of internships are available, when to apply and how to get involved with the program.

Mon. Oct. 14	4-5:00 pm
Tue. Oct. 15	9:30-10:30 am
Thur. Oct. 17	4-5:00 pm
Mon. Oct. 21	4-5:00 pm
Tue. Oct. 22	9:30-10:30 am
Wed. Oct. 23	4-5:00 pm
Tue. Oct. 29	9:30-10:30 am
Thur. Oct. 31	4-5:00 pm
Tue. Nov. 5	9:30-10:30 am
Wed. Nov. 6	4-5:00 pm
Thur. Nov. 7	4-5:00 pm

Students are encouraged to apply at least a quarter in advance of when they wish to begin their first internship. 1991-92

APPLIED LEARNING APPLICATION DEADLINES:

FALL:	September 23
WINTER	November 11
SPRING	February 24
SUMMER	May 18

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. Oct. 15	11-12:00 Noon
Tue. Oct. 22	2-3:00 pm
Wed. Oct. 30	3-4:00 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.

Wed. Oct. 23	2-3:00 pm
Tue. Nov. 12	11-12:00 Noon
Wed. Dec. 4	2-3:00 pm

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.

Wed. Oct. 16	2-3:00 pm
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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. Oct. 24	4-5:00 pm
Wed. Nov. 13	4-5:00 pm

EXPERIENCE REQUIRED

Most students don't have a lot of direct job experience. However, you do have a wealth of job skills. Take an hour to identify those skills that can translate into the "experience" that is required.

Wed. Nov. 20	2-3:00 pm
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GRADUATE & PROFESSIONAL SCHOOL RECRUITMENT DAY

Your chance to meet with recruiters from some of the top graduate and professional schools.

Fri. Oct. 18	11am-2pm
UCEN Pavilion	

SENIOR SEMINAR

Designed to provide 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. Oct. 12	9am-1pm
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.

Thur. Oct. 10	4-5:00 pm
Mon. Oct. 14	3-4:00 pm
Tue. Oct. 22	4-5:00 pm
Fri. Nov. 8	11-12:00 Noon
Fri. Nov. 22	11-12:00 Noon

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 work shop will help you clarify your values so you can easily see where your own path lies.

Wed. Nov. 6	2-3:00 pm
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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.

Thur. Oct. 17	5-6:30 pm
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*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 HUMAN RESOURCES

Are you thinking of getting into the people side of business? Learn about careers in Human Resources and Personnel to see if it's the field for you.

Tue. Nov. 5	5-6:30 pm
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SO YOU WANT TO BE A THERAPIST

Thinking about being a Psychologist? Counselor? Social Worker? Attend this workshop to learn what's required to break into the field.

Tue. Oct. 29	5-6:30 pm
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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.

Thur. Oct. 17	12-1:00 pm
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CAREERS IN INTERNATIONAL EDUCATION

A panel of professionals directing international programs and services will share first hand experiences on how college graduates might break into these types of positions. This will be an excellent chance to discover alternative international careers in the education and non-profit sectors.

South Hall 2421	
Friday, October 11	12-1:00 pm

CAREERS IN INTERNATIONAL TRADE AND MARKETING

A panel of business representatives involved in international marketing and world trade will present information on import/export and international marketing careers and advice on how to develop a career in these fields.

Counseling & Career Services 1109	
Friday, October 11	12-1:00 pm

INTERNATIONAL WORK ABROAD PROGRAMS

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

Counseling & Career Services 1109	
Wednesday, October 16	4-5:30 pm

LIFE AFTER GRADUATION: Career and Graduate School Options October 7-October 10, 1991

Meet with Your Department Representatives and Career Advisors from Counseling and Career Services to discuss post-graduate options.

Major	Date	Time	Place
Anthropology	Thurs., Oct. 10	1:00 pm	2052 North Hall
Art History	Wed., Oct. 9	2:00 pm	1109 Couns. & Career
Art Studio	Wed., Oct. 9	12:00 noon	1109 Couns. & Career
Business Economics	Wed., Oct. 9	4:00 pm	1109 Couns. & Career
Environmental Studies	Thur., Oct. 10	12:00 noon	1109 Couns. & Career
Geography	Wed., Oct. 9	3:00 pm	1109 Couns. & Career
Geology	Wed., Oct. 9	5:00 pm	Geol. 1100
Law & Society	Thur., Oct. 10	2:00 pm	3824 Ellison
Political Science	Thur., Oct. 10	2:00 pm	3824 Ellison
Mathematics	Thur., Oct. 10	4:00 pm	6635 South Hall
Psychology	Thur., Oct. 10	3:00 pm	1824 Psychology

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