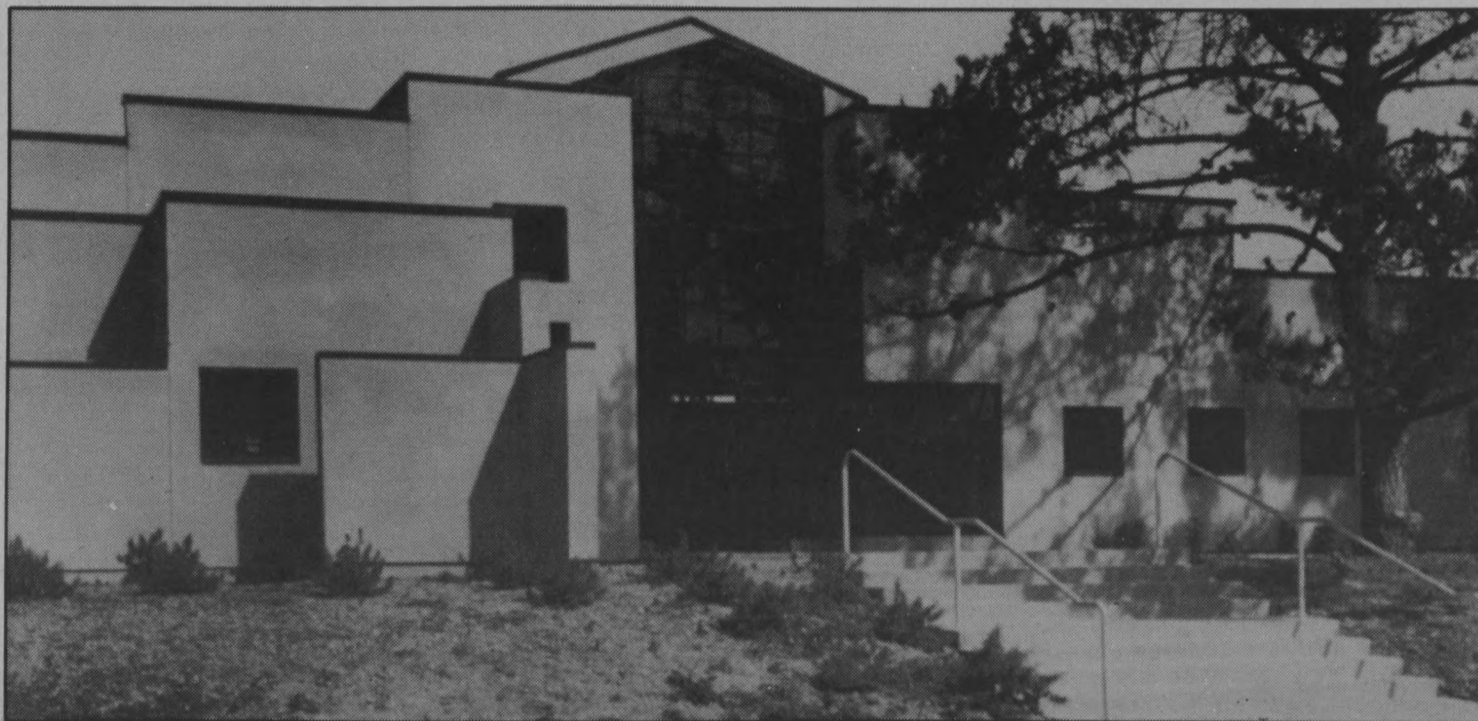




**Counseling and Career Services  
and the Daily Nexus  
Present**



# **Interview Guide and Career Planning Services**

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**Amplicon Financial**

CAREER OPPORTUNITIES IN

**FINANCIAL MARKETING**

Amplicon Financial is an innovative marketing and commercial finance organization dedicated to meeting the demands of the nation's leading companies for high technology equipment. By employing an aggressive, well-trained telemarketing staff, Amplicon provides customers with a low cost alternative to the typical in-person sales presentation.

As an account executive with Amplicon, you will prospect new accounts from our established lead sources. You will be negotiating lease terms, conditions, and economics with financial officers of corporations located throughout the United States.

To qualify you need to demonstrate that you are a hard working individual, an outstanding University graduate, financially motivated, and career oriented.

We offer a comprehensive training program covering all aspects of the leasing industry, including tax and accounting regulations, contract negotiation, pricing, high technology product training and sales techniques.

Compensation is salaried during three months training period, and thereafter, \$22,500/year plus commission. First year's expected earnings: \$35,000-plus.

For more information contact your College/University Career Placement Center or send your current resumé to the address below.

**Amplicon Financial**  
2020 East First Street, Suite 401  
Santa Ana, California 92705  
Attn: Human Resources Department  
(714) 834-0525

ONLY SERIOUS INQUIRIES PLEASE.

**Who's Who in Career Advising at Counseling and Career Services**

The following individuals serve as a resource for selected career and job information and programs for majors within each of the following academic areas. To be put on an annual mailing list for special programs within these areas, stop by the Career Resource Room at Counseling and Career Services and complete a Future Focus Registration Form. For individual appointments, call 961-4411.

Academic Specialty Area	Career Advisor
<b>BUSINESS/ECONOMICS</b>	
Finance/Business	Alex Jimenez
Marketing/Sales/Accounting	Deb Artz
Personnel/Human Resources	Micael Kemp
Small Business/Entrepreneurship	Don Lubach
<b>COMMUNICATIONS</b>	
(Advertising, media, marketing, public relations, etc.)	Deb Artz
<b>EDUCATION</b>	
Elementary/Secondary	Debra Behrens
Higher Education	Patrick Mahaffey
<b>ENGINEERING/COMPUTER SCIENCE</b>	
	Donna Whitney
<b>HUMANITIES</b>	
(Art History, Classics, Dramatic Arts, English, Languages, Linguistics, History, Liberal Studies, Philosophy, Religious Studies)	Patrick Mahaffey
<b>PHYSICAL SCIENCES</b>	
(Chemistry, Geological Sciences, Geophysics, Physics)	Donna Whitney
<b>BIOLOGICAL SCIENCES</b>	
(Aquatic Biology, Botany, Zoology, etc.)	Dennis Nord
<b>SOCIAL SCIENCES</b>	
Government	Alex Jimenez
Health Services	Dennis Nord
Law	Alex Jimenez
Social Work and Human Resources	Micael Kemp
<b>OTHER SPECIAL AREAS</b>	
EOP STUDENTS	Monica Moreno-Hornsleth
GRADUATE STUDENTS	Patrick Mahaffey
INTERNATIONAL (Foreign Languages, etc.)	Debra Behrens
PREPARATION FOR GRAD SCHOOL	Monica Moreno-Hornsleth
PREPARATION FOR LAW SCHOOL	Alex Jimenez

**ARTHUR ANDERSEN & CO.**

is pleased to announce that the following 1988 graduates of UC—Santa Barbara have joined our firm:

**AUDIT/TAX**

Steve Duxler	Warner Center
Randy Eickhoff*	Orange County
Catherine Fonseca	San Francisco
Susan Gonzales*	Orange County
Tom Hunter	San Francisco
Sona Maranian*	Orange County
Kristen McCulloch	Warner Center
Scott McKelvey	Los Angeles
Marianne Ritzman	San Francisco
Michael Stok	San Francisco
Mark Zanoli	San Francisco

**MANAGEMENT INFORMATION CONSULTING — SYSTEMS**

Stephen Kinney	San Francisco
Daniel Lee	San Francisco

\*Accounting Association officer

We will be on campus October 11, 1988 to interview December and June accounting graduates interested in our Accounting and Tax Practices. We will also interview candidates for our Management Information Consulting Practice on November 15. Contact the Placement Center to arrange for an interview with one of our Campus Recruiters.



**DELUXE CHECK PRINTERS**

"Manufacturer Of The Year 1987" (Tom Peters)

Deluxe is the nation's largest supplier of business checks, deposit tickets and related transaction forms. Ranked #2 by **GRAPHIC ARTS MONTHLY**, #240 by **BUSINESS WEEK** and #339 by **FORTUNE 500**.

Recruiters will be on campus interviewing on October 17, 1988 for Production Management Trainees and Sales Trainees. See your Counseling and Career Services for details.

Equal Opportunity Employer

## Introduction to Counseling & Career Services

At Counseling and Career Services we assist students in approaching and dealing with life changes in a productive and satisfying way. Our goal is to help students learn the skills and knowledge they will need to effectively integrate their personal, social, career, and intellectual development.

Toward this goal, we offer a wide range of services to students that address such issues as, gaining personal growth and self-understanding, choosing a major, managing stress, gaining career-related employment and/or graduate or professional training.

**Career Planning Services:** includes individual and group counseling and advising for self-assessment, values clarification, decision making, career and life planning, and career information. We have a vast collection of career materials in written, computerized and video-taped formats. Career planning groups and workshops are offered each quarter. Topics such as choosing classes that can augment your major to enhance your "employability," predicted trends in your field and the typical salaries of your career choice can all be explored in the Career Resource Room.

The college years are said by some to be comprised of different stages:

**Freshmen** said to be in an "exploring" stage may be interested in:

Interest Inventories — like the Strong-Campbell, Self Directed Search, and Sigi Plus.

"Making College Pay Off" — getting the most of your college experience, and —

"Choosing a Major" and "Major Decisions" are workshops about making the most of your "major" choice.

**Sophomores** said to be in the "defining" stage may be interested in:

Any of the above and —

Talking to a drop-in counselor in the Career Resource Room.

Exploring the job career binders and —

Attending workshops to identify their job objective.

For those without majors, "Choosing a Major" and "Major Decisions" are still appropriate.

**Juniors** said to be in the "researching" stage may be interested in:

Any of the above and —

Graduate School Day

Mock Interviews and —

the Applied Learning Program where internships are

available, locally, nationally, and internationally.

**Seniors** who are in the "implementing" stage may be interested in:

Any of the above and —

On Campus Interviews

"Senior Seminar" workshops and —

"Negotiating Skills" — an after-you-get-the-job-offer workshop.

**Graduate Students:**

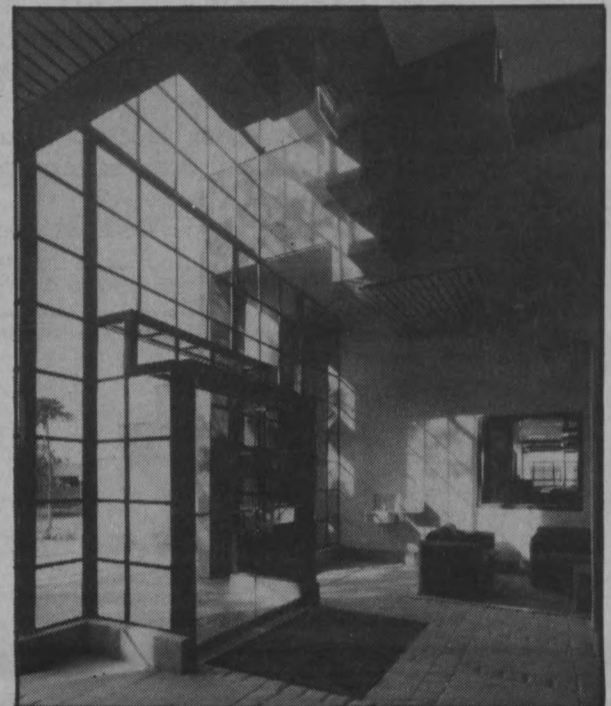
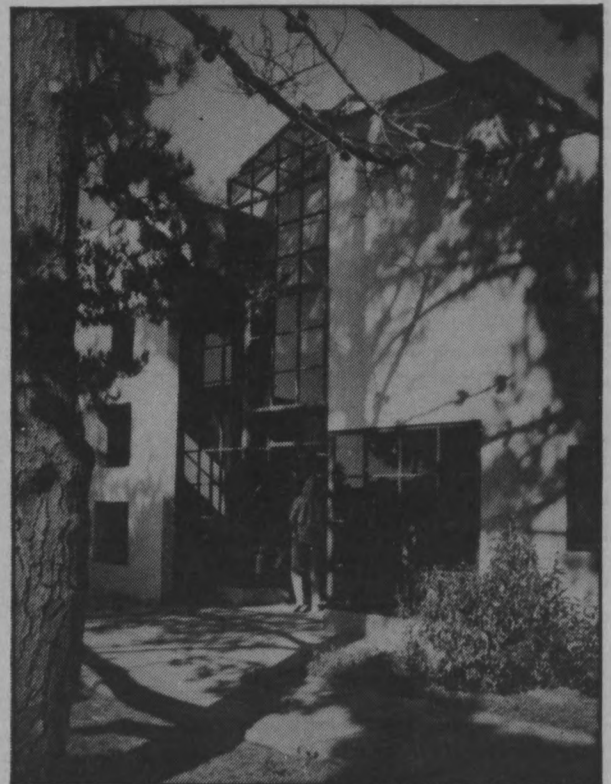
Graduate students have made a commitment to their career. We offer educational information and services for those entering the academic arena or public schools. Assistance is available for vita review. There are directories of potential employers. Workshops for grad students are announced each quarter.

**Career Class:** A 3-unit class, Education 164 "Introduction to Educational and Vocational Guidance," allows students to work on a contract basis for 10 weeks in order to achieve their career goals. This class introduces the student (called the employee) to career counseling and career/life planning. It provides a simulated job experience in order that the "employee" have the opportunity to formulate his/her own career plans and develop case studies using the "employee" as the "case."

**Employment Services:** include the Applied Learning Program to assist students in obtaining career-related internships and part-time and summer employment. The Career Employment Service provides employment information, job searching assistance, educational reference files, and actual job interviews with employment representatives from nationally known companies and governmental agencies. These companies include Xerox, Arthur Anderson, Texas Instruments, IRS, National Security Agency, Limited/Express, and Mervyns.

**Testing Services:** administers a number of vocational interest tests and personality tests in support of counseling and career planning activities as well as provides students with information and application forms for the graduate school admissions tests such as the GRE, SLAT, MCAT, and the GMAT.

Counseling and Career Services is open from 8:30 to 11:45 a.m. and 1:00 to 4:30 p.m. All personal and career counseling services are confidential and free of charge to UCSB registered students. For further information and appointments please call 961-4411.



### GRADUATES IN ENGINEERING AND COMPUTER SCIENCE

## Knowing Where You're Going Gives You a Head Start at NCR

As one of America's most successful organizations, NCR continues the tradition of recognizing the potential of aspiring engineers, computer scientists and computer sales professionals.

If you have a clear sense of direction, we can offer unrivaled challenges in business information processing. From developing high-level programming languages and communication network software to performing advanced systems design and integration.

We know where we're going at NCR and we'd like you to be part of our exciting future.

We will be on your campus October 18.

See your Placement Office for details, or if you're unable to meet with us on campus, send your resume to:

NCR Corporation, Systems Engineering, Dept. UCSD, 9900 Old Grove Road, San Diego, CA 92131

THE COMPANY THAT KNOWS WHERE IT'S GOING.

## Career Choices

The growth and success of Allstate Insurance Company has created opportunities for individuals who wish to pursue a career with a leader in the insurance industry.

The following career opportunities are available:

- Sales representative
- Claims Representative
- Associate Market Underwriter
- Associate Financial Analyst

Allstate offers a competitive salary and comprehensive benefit package.

Allstate is looking for highly motivated and career-oriented professionals with excellent communication abilities. One to two years of professional business experience and a four year college degree are strongly preferred.

For immediate consideration or more information, a company and career information meeting will be held Monday November 7, 6 to 7 pm in Room 1 of the UCen, University of California, Santa Barbara, or send resume and correspondence to: Allstate Insurance, Human Resources Department, 1750 Howe Avenue, Suite 300, Sacramento, CA 95825

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# Allstate

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Women and minorities are encouraged to apply.

## Part Time Sales Cashiers BIG 5 SPORTING GOODS

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- ★ Merchandising Discounts
- ★ Competitive Salary
- ★ Merit Increases
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Applicant must be at least 18 years of age and have previous experience dealing with the public.

**APPLY DAILY**  
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Santa Barbara

Equal Opportunity Employer

# Fall Interviews!! Fall Interviews!! Fall Interviews!!

## The Campus Interview Program at UCSB

### WHAT IS THE CAMPUS INTERVIEW PROGRAM?

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 employer's location.

### WHO IS ELIGIBLE?

You must be a currently enrolled student who is graduating in the coming academic year or a graduate student to qualify for the full time, permanent employment interviews. A few employers interview sophomores and juniors for summer jobs, usually in the accounting or technical fields during Spring Quarter. You must register at Counseling & Career Services and Campus Interviews in order to be eligible to participate in Campus Interviews.

### THE PROCESS...

There are two possible routes to a campus interview. The first is through the computerized bidding process where you will be assigned 1000 points each quarter with which to bid. The bidding process begins three weeks prior to the week the employer will be interviewing. The second route is open sign-ups. After all the bidders have had an opportunity to make their appointments, if there are any remaining slots on the schedule, those will be available to students through open sign-ups.

### OFF-CAMPUS JOB SEARCH...

If you don't see employers appropriate for you or are unable to get a campus interview, go to the Career Resource Room and inquire about other alternatives to On-Campus interviewing such as, Future Focus Program, Career Placement Manual, job listings, Practice Interview Day, directories and others.

## BUSINESS MAJORS

COMPANY NAME	MAJORS	DATE
ARCO Transportation Company	Accounting	11/10
AT&T Communications	All Business	11/18
Advanced Micro Devices	All Business	10/24
AllState Insurance Company	All Majors	11/8
American Businessphones Inc.	All Majors	10/19
Amplicon Financial	All Business	11/7
Amvic	All Majors	10/28
Army Material Command	All Majors	10/24
Arthur Andersen	Accounting	10/11 & 11/15
Arthur Young	Accounting	10/26 & 10/27
Astro Office Products	All Majors	11/7
Bartlett, Pringle & Wolf	Accounting, Bus. Econ.	10/18
Board of Equalization (State)	All Majors	10/28
Bullocks	All Majors	10/18 & 10/19
Caltrans/Accounting	Accounting	10/27
Cohn, Baruck & Handler	Accounting	10/24
Contel Business Systems	All Majors	10/18 & 10/19
Coopers & Lybrand	Accounting	10/10
Coro Foundation	All Majors	10/25
Damitz, Brooks, Nightingale & Co.	Accounting	11/1
Deloitte, Haskins & Sells	Accounting	10/17 & 10/18
Deluxe Check Printers	All Majors	10/17
Equitec Financial Group	All Business	10/28
Enterprise/No. CA	All Majors	11/17
Ernst & Whinney	Accounting	11/2, 11/3 & 11/4
Farmers Insurance	All Business	10/27
Federal Deposit Insurance Corp.	All Business	11/15
First Interstate Bank	All Majors	11/3
GTE/Accounting	Bus.Econ., Accounting	11/14
Grant Thornton	Bus.Econ., Accounting	11/1
Great Western Bank	All Business	10/17
Harris 3M	All Business	11/16 & 11/17
Hartford Insurance	All Business	10/13
Hewitt Associates	All Business	11/8
Hood & Strong	Accounting	11/2
I.R.S./San Jose Dist.	All Majors	11/7 & 11/8
JCPenney Company, Inc.	All Majors	11/10
John Hancock Financial Serv.	All Majors	11/18
K-Mart Apparel Corp.	Bus.Econ.,Econ.,Econ-Math	11/19
Katz, Fram, Martin, Algaze & Co.	Accounting	10/10
Kellogg & Andelson	Accounting	11/5
Kenneth Leventhal	Accounting	10/25 & 10/26
Lakeside Pharmaceuticals	All Business	11/21
Lincoln Savings	All Business	11/18
Macy's California	All Majors	10/19
McMaster-Carr Supply Co.	All Business	10/28
Mervyns	All Business	10/12 & 11/2
Moore Business Forms	All Business	10/27
Naval Investigative Service	All Majors	10/20
New York Life Insurance	Liberal Arts	10/18 & 10/24
Northwestern Mutual Life	All Majors	10/20
Pacific Bell	All Majors	11/1
Pacific Island Club	All Majors	10/13
Peace Corps	All Majors	11/2,3,16,17
Pearson & Kho	Accounting	11/4
Peat Marwick Main	Accounting	10/13 & 10/14
Pepsi-Cola	All Majors	10/19
Power Securities	All Majors	10/20
Price Waterhouse	Accounting	10/25 & 10/26
Procter & Gamble/Sales	All Majors	11/8 & 11/9
Raytheon Company	Bus.Econ.,Econ.,Econ-Math	11/2
Ricoh Copy-Line Corp.	All Majors	11/17
Seiler & Company	Accounting	10/14
Shell Oil Company	All Business	10/25
Spicer & Oppenheim	Accounting	11/11
State Farm Insurance Co.	All Majors	11/2
Target	All Majors	11/1
Touche Ross	Accounting	10/21
Travelers Companies (The)	All Business	11/10
20th Century Insurance Co.	All Majors	10/12
UARCO, Inc.	All Majors	11/7
Unocal/Comptrollers Dept.	Accounting	11/16
Upjohn Company (The)	All Majors	11/15

## Attention Freshmen and Sophomores!

Career directions for freshmen and sophomores — this workshop will cover choosing a major/taking home a major; identifying your strengths and talents, discovering the hidden curriculum and strategies for success in college and career. This will be held on Thursday, Nov. 10, 7:00 to 10:00 p.m. in Counseling and Career Services 1109. Please register at the Peer Desk in the Career Resource Room or call 961-4414 to make your reservation.

## Making College Pay Off

Do you know what you want to do with your life? Counseling and Career Services offers help in choosing a major and in deciding on a career. During Fall Quarter attend the workshop Making College Pay Off on Thursday, Nov. 10 from 7:00 to 10:00 p.m.

Also use SIGI Plus, a computerized career assessment program and the Career Resource Library with information on over 200 college related careers. You can consult with the friendly Peer Advisors and Career Advisors who are always available and ready to help. All this is located in the Counseling and Career Services building, the pink one, across from Storke Tower.

# 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, Typewriter and Systems 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
- AUTO ALLOWANCE
- LIBERAL COMPANY BENEFITS

If you have a Bachelor of Science degree, proven sales or related experience and the desire to become part of a professional sales team in a fast track environment, please talk with us or send your resume to:

Astro Office Products,  
Subsidiary of CANON USA  
ATTN: Norrice Hatzeson  
110 West Walnut Street  
Gardena, California 90248

## Fall Interviews!!

## Fall Interviews!!

## ENGINEERING/SCIENCE MAJORS

COMPANY NAME	MAJORS	DATE
AT&T/Communications	CS,EE	11/18
AT&T/Research	CS,EE	11/17 & 18
ARCO Petroleum	ChE	11/2
Advanced Micro Devices	EE,Phys.,ChE,CS,Math, Mat.Sci.,Stats	10/24 & 25
Amdahl Corp.	CS,EE	11/8
Applied Magnetics Corp.	ME	11/15 & 16
Applied Signal Technology	EE	11/11
Army Material Command	EE,ChE,ME,Mat.Sci.	10/24
Arthur Andersen	CS,All Engrs.,Math.Sci.	11/15
Astron Research & Engr.	ME,Phys.	11/14
Avantek, Inc.	EE	10/19
Baxter Healthcare	CHEM	10/28
Bell Northern Labs (BNR)	EE,CS	10/13
Caltrans	EE	11/17 & 18
Chevron	EE,ME,ChE	10/20
Comptek Research, Inc.	CS,EE	11/7
Computer Science Corp.	All Engrs.	11/15
Factory Mutual Engineering	ME,ChE,EE	10/18 & 19
First Interstate Bank	Speech/Hearing Sci.	11/3
Ford Aerospace	EE	10/11 & 24
General Telephone Co.	EE	11/14
Gordian	CS,EE	10/20
Gould, Inc.	CS	11/04
Hartford Insurance	ChE,Mat.Sci.,ME,Biol. Geog.,Chem,Phys.	10/13
Hewitt Association	CS,Math.Sci.	11/8
Hewlett Packard	ChE,CS,EE,ME	11/9-11
Hughes Aircraft	EE,Mat.Sci.,Phys.	10/14
LSI Logic	CS,EE,ChE,Phys.,Mat.Sci.	10/12
Lakeside Pharmaceuticals	All Sciences	11/21
Lawrence Livermore	CS,Phys.	11/01
Lear Astronics Corp.	EE	10/14
Lockheed Aeronautical Systems	EE,CS,ME	10/12
Mare Island Naval Shipyard	NucE,ME,EE	10/28
McDonnell Douglas	EE,ME,ChE,CS,Phys.	10/17 & 11/1
McMaster-Carr Supply Co.	All Sciences	10/28
Motorola, Inc.	EE	10/12
Motorola, SPS	EE	11/14
NCR	ChE,CS,EE	11/18
NOAA	All Engrs., All Sciences	11/2
National Security Agency	EE,CS,Math.Sci.,Stats	11/7
Naval Civil Engineering	EE, ME	10/13
Naval Ship Weapon systems Engr.	EE	10/13
Naval Weapons Station	EE,ME	10/24
Network Equipment Tech., Inc.	EE,CS,Math	10/28
Pacific Bell	All Engrs.	11/1
Pacific Missile Test Center	EE,ME	11/1
Procter & Gamble	ChE	11/10
Raytheon	EE,CS,ME	11/2
Ready Systems	CS,EE	11/9
Rockwell International	All Engrs.	10/28
Sandia National Labs	EE,ME,CS,Mat.Sci.,NucE, ChE,Phys.,Math.Sci.	11/18
Shell Oil Company	Ch.E	10/25
Stonhard, Inc.	ChE,ME	10/18
Texas Instruments	EE,CS	10/19 & 20
Travelers Companies	Math.Sci., Stats	11/10
U.S. Air Force	All Majors	11/1
U.S. Navy Engr. Officer Prog.	ALL ENGRS.	10/19 & 20
Underwriters Labs	EE	10/24
Unisys	CS,ME	10/11
Watkins Johnson	EE,Phys.	11/3
Wiltron Company	EE	10/21

## LIBERAL ARTS MAJORS

COMPANY NAME	MAJORS	DATE
AllState Insurance Company	All Majors	11/8
America Businessphones Inc.	All Majors	10/19
Amplicon Financial	Comm. Stds., Hist., Poli. Sci.	11/7
Amvic	All Majors	10/28
Army Material Command	All Majors	10/24
Astro Office Products	All Majors	11/7
Board of Equalization (State)	All Majors	10/28
Bullocks	All Majors	10/18 & 10/19
Contel Business Systems	All Majors	10/18 & 10/19
Coro Foundation	All Majors	10/25
Deluxe Check Printers/Production	All Majors	10/17
Deluxe Check Printers/Sales	Lib. Stds., Comm., Psych.	10/17
Equitec Financial Group	Liberal Arts	10/28
Enterprise/No. CA	All Majors	11/17
First Interstate/ODP	All Majors	11/3
Harris/3M	Psych., Speech/Hearing, Comm., Eng., Soc.	11/16 & 11/17
I.R.S./San Jose Dist.	All Majors	11/7 & 11/8
JCPenneys Company, Inc.	All Majors	11/10
John Hancock Financial Services	All Majors	11/18
K-Mart Apparel Corporation	Comm, Eng, Lib. Stds., Psych, Soc., Poli. Sci.	10/19
Lakeside Pharmaceuticals	Liberal Studies	11/21
Lincoln Savings	Liberals Studies	11/18
Macys California	All Majors	10/19
Mervyns	Liberal Studies	10/12 & 11/2
National Security Agency	Germanic/Oriental/Slavic Lang. & Lit., Linguistics, Spanish	11/7
Naval Investigative Service	All Majors	10/20
New York Life/Santa Barbara	Liberal Arts	11/17
New York Life/Ventura	All Majors	10/18 & 10/24
Northwestern Mutual Life	All Majors	10/20
Pacific Bell	All Majors	11/1
Pacific Island Club	All Majors	10/13
Peace Corps	All Majors	11/2 & 11/3, 11/16 & 11/17
Pepsi Cola	All Majors	10/19
Power Securities	All Majors	10/20
Procter & Gamble/Sales	All Majors	11/8 & 11/9
Ricoh Copy-Line Corp.	All Majors	11/17
State Farm Insurance Co.	All Majors	11/2
Target	All Majors	11/1
Travelers Companies (The)	Liberal Arts	11/10
20th Century Insurance Company	All Majors	11/12
U.S. Air Force	All Majors	11/1
UARCO Inc.	All Majors	11/7
Upjohn Company (The)	All Majors	11/15

*Hood  
and  
Strong*

*certified public  
accountants*

Hood and Strong, which was formed in 1917, is the oldest and one of the largest independent CPA firms in Northern California. We have offices in San Francisco and Palo Alto and employ about 100 people, of whom approximately 80 are professional accountants. Our Firm has full service departments in each of the major areas comprising public accounting - auditing, tax and management advisory services. We work with a diversified and prestigious clientele, which includes some of the largest privately held businesses in Northern California.

We will be visiting the UCSB campus on Wednesday, November 2, 1988, to interview for staff accountant positions in both our offices. If you desire a well rounded and challenging public accounting experience, we hope you consider a career with us.

Information on our Firm is available through the UCSB Counseling and Career Services Office or you can write or call Rich Graham at our San Francisco office (101 California Street, Suite 1500, San Francisco, California 94111; 415-781-0793).

*San Francisco • Palo Alto*

These lists are subject to change. To sign up for one of these interviews you must register with the Campus Interview Program at Counseling & Career Services.

## EARN AS YOU LEARN

EDUCATION IS EXPENSIVE

Exceptional students (3.0 gpa) majoring in:

**ENGINEERING  
MATHEMATICS  
PHYSICS, CHEMISTRY**

or have taken one year of calculus  
and calculus based physics, you may

EARN UP TO	<b>\$14,800</b>	AS A JUNIOR
AND UP TO	<b>\$16,300</b>	AS A SENIOR
IMMEDIATE	<b>\$ 4,000</b>	BONUS

The Navy's Engineering Program Representative, (Lieutenant Steve Shatynski), will be on campus conducting interviews October 19-21 at the Counseling and Career Center or call Lt Shatynski at 1-800-252-0538/0559 or 213-298-6650. Appointments for an earlier date may be arranged.

**You are Tomorrow. You are the Navy.**

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By selecting BUILDERS EMPORIUM for employment opportunities, our associates made the right choice to join California's largest home improvement retail chain. BUILDERS EMPORIUM is now hiring, with excellent PART-TIME opportunities available for the following location and departments:

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- Plumbing
- Seasonal
- Electrical
- Nursery
- Paint
- Cashiering
- Courtesy Clerks

Make the right choice and find what you're looking for at BUILDERS EMPORIUM. We offer competitive salaries and a congenial working environment. Interviews will be held at the following times and location:

**Wednesday, 9-11am & 2-4pm**  
**125 N. Fairview Avenue**  
**Goleta, CA**

Equal Opportunity Employer



A Wickes Company

## Career Workshops Fall Quarter 1988-89

All workshops meet in Room 1109 of Counseling and Career Services and are approximately 50 minutes long.

### Resume Writing

Your resume is usually the first contact you'll have with an employer. 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.

TODAY, Oct. 6	10-11 am
Tue., Oct. 11	2-3 pm
Wed., Oct. 12	3-4 pm
Tue., Oct. 18	3-4 pm
Thur., Oct. 20	10-11 am
Mon., Oct. 24	3-4 pm
Tue., Oct. 25	10-11 am
Wed., Oct. 26	3-4 pm
Tue., Nov. 1	10-11 am
Thur., Nov. 3	10-11 am
Mon., Nov. 7	3-4 pm
Tue., Nov. 8	10-11 am
Thur., Nov. 10	4-5 pm
Tue., Nov. 15	10-11 am
Thur., Nov. 17	10-11 am
Tue., Nov. 22	2-3 pm

### Interview Skills

Interviews are where you make it or break it. Preparation is the key. This workshop covers the principles of effective interviewing which apply to gaining internships and professional positions upon graduation.

Fri., Oct. 7	11 am-noon
Mon., Oct. 10	3-4 pm
Thur., Oct. 13	10-11 am
Wed., Oct. 19	3-4 pm
Thur., Oct. 20	4-5 pm
Tue., Oct. 25	2-3 pm
Thur., Oct. 27	4-5 pm
Mon., Oct. 31	3-4 pm
Tue., Nov. 1	2-3 pm
Wed., Nov. 2	3-4 pm
Tue., Nov. 8	3-4 pm
Thur., Nov. 10	10-11 am
Tue., Nov. 15	3-4 pm
Wed., Nov. 16	3-4 pm
Tues., Nov. 22	10-11 am

### Identifying Your Job 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 a job objective.

Tue., Oct. 11	3-4 pm
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Tue., Oct. 18	2-3 pm
Thur., Oct. 27	10-11 pm
Tue., Nov. 1	3-4 pm
Tue., Nov. 8	2-3 pm
Mon., Nov. 14	3-4 pm

### 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. Special emphasis is given to "finding the hidden job market" and the role of "contacts" as a source of employment leads.

Thur., Oct. 13	4-5 pm
Mon., Oct. 17	3-4 pm
Thur., Nov. 3	4-5 pm
Wed., Nov. 9	3-4 pm
Tue., Nov. 15	2-3 pm

### From Backpack to Briefcase

(Career Strategies for Seniors)  
 Find out about: 20 fast growing careers, how to break into a field without experience, six essential skills for success, and some of the best companies in America.

Tue., Nov. 8	6-8 pm
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### Love & Work: Managing Both

Since 90 percent of women will work at some time in their lives, both men and women need to know how to negotiate life styles where both partners work. Learn some of those negotiating skills and some ways of resolving common dual career conflicts.

Tue., Oct. 25	3-4 pm
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### How to Get a Job in Communications

A chance for Communication Studies majors as well as other students interested in communications fields to learn specific strategies for breaking into these fields. A panel of local professionals will share inside tips on how they broke into the job market.

Tue., Nov. 8	4-6 pm
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### How to Get a Job in Business

Job search strategies for Business Economics majors with a special interest in management training programs and other business related fields. A panel of local professionals will share inside tips on how they broke into the job market.

Wed., Nov. 9	4-6 pm
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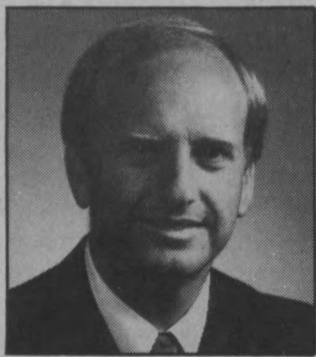
## "If I had it to do over again, I'd still choose DH&S"

Coming to work for DH&S was a decision I felt good about right from the start. The growth opportunities — and the chance to be exposed to a lot of different business environments — far exceeded my expectations.

At DH&S, we work as a team with clients — to help them find practical, creative solutions to their problems. We provide input and advice on tax matters, operations systems, accounting questions — forces that really impact their total business environments.

Most important, DH&S recognizes that accounting is a people profession. DH&S has always been strong on the quality of its people. And when people expect your best, you look for every opportunity to give it.

I'd choose DH&S all over again. Who wouldn't opt for an outstanding business career?



BRUCE E. MEIKLE, Partner  
 UCSB Class of 1976

**Deloitte Haskins+Sells**

333 S. Grand Ave. • Los Angeles, CA 90071 • (213) 253-4600

DH&S will be interviewing on campus October 17-18, 1988.

## Who will push the limits?

Imaginative, energized people, the kind who work for BNR (Bell-Northern Research). These are the professionals who will extend the boundaries of telecommunications and business communications technology the world over.

Our research and development work has helped make Northern Telecom the world's leading producer of fully digital telecommunications systems. And, our continuing work in the most advanced products and services for network switching, business communications, hardware technology and transmission is dedicated to maintaining this leadership position.

At BNR, we know how to succeed, because we know who to hire. People like you.

### On Campus Interviews: October 13, 1988

Please contact your placement office to schedule an interview. Bring your school transcript to interview. BS/MS in Computer Science or Electrical Engineering required. US Citizenship or Permanent Residence is required.

You will discover extraordinary opportunities with BNR. Our compensation and benefits package is outstanding, and the professional possibilities are limited only by the boundaries of your imagination.

If you are unable to attend, please send your resume to: BNR, INC., Professional Staffing, 685 A East Middlefield Road, Mountain View, CA 94039. BNR has locations throughout the U.S., Canada and the U.K. An equal opportunity employer.



WHERE FINE MINDS MANAGE INNOVATION

## Community Service Internships

You can gain pre-professional work experience related to your major, your interests and/or your career goals through either part-time employment or an undergraduate internship while you are still in college. This "applied learning" will pay off in money, skills, self-confidence and a better job when you graduate. The Applied Learning Program at Counseling and Career Services, is only one of a number of ways to get this type of training and experience. In addition to the local internship listings, they also have information on international and summer internships out of the Santa Barbara area. Or, you can create your own internship by talking directly with employers about what you'd like to do for them. The Applied Learning Program can help you plan your own "applied learning program." Come by Counseling and Career Services for further information.

### Learning and Giving at the Same Time!

College kids only want their BMW, fast buck and business-driving careers before the good life is gone. Right? Wrong! More and more UCSB students are getting involved in community service internship opportunities than ever before. UCSB interns provide important assistance on community and civic issues and programs while developing the pre-professional skills they will need to market themselves upon graduation. Over 40 different non-profit and governmental related agencies now work with the Counseling and Career Service's Applied Learning Internship Program. Here's the tip of the iceberg on ways UCSB interns make a difference:

Accounting Assistance at United Way  
Youth and Family Crisis Counseling for Klein Bottle Social Advocates  
Children's Advocate for the Shelter Services for Women, Inc.  
Marine Research Database Services for the Channel Islands National Marine Sanctuary  
"Special Travel" Program Assistant for New Directions for People with Disabilities, Inc.  
Homeless Advocate for the Santa Barbara Homeless Coalition/Affordable Housing Association  
Publicity and Fundraising Support for the United Nations Association's Food For All Project

As one intern remarked, "I care about what happens to our senior citizens... I have a grandmother who is not well, but I can't be there to lend support. By interning as an activity assistant at this convalescent hospital, I can help others in a similar situation." Students at the same time are surprised to find so many concerned business representatives and professionals. As one legislative intern remarked, "I met

people who cared about the area's environment and social conditions while better understanding the inner workings of the California government."

To learn more about how to get involved in these types of opportunities, attend one of the Applied Learning internship workshops offered each week at Counseling and Career Services. As part of a national movement honoring youth in action, UCSB's Human Corps program is sponsoring a photo essay review of all the many ways UCSB students are taking a proactive role in the community. This special event will take place Thursday, Oct. 13, at the Community Affairs Board Office, 3rd floor of the UCen.

#### 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. Learn about other internship options on campus as well as nationally and internationally.

Tue., Oct 11	11 am-noon
Thur., Oct. 13	2-3 pm
Mon., Oct. 17	4-5 pm
Wed., Oct. 19	4-5 pm
Fri., Oct. 21	11 am-noon
Tue., Oct. 25	11 am-noon
Thur., Oct. 27	2-3 pm
Mon., Oct. 31	4-5 pm
Wed., Nov. 2	4-5 pm
Fri., Nov. 4	11 am-noon
Tue., Nov. 8	11 am-noon
Thur., Nov. 10	2-3 pm

NOTE: Interviews for Winter Quarter Internship placements begin Monday, Nov. 21, before Thanksgiving. Up to 300 applications are accepted every quarter on a first-come first-served basis.

## EVERYONE TALKS ABOUT CHANGING THE WORLD. THIS YEAR 3750 PEOPLE WILL ACTUALLY DO IT.

Not everyone is cut out to change the world. After all, it takes education, skills and a spare two years.

Also a willingness to work. Hard.

This year 3,750 Americans will join the Peace Corps to do just that. They'll do things like build roads, plant forests and crops, teach English, develop small businesses, train community health workers, or even coach basketball. However, what they'll be doing isn't half as important as the fact that they'll be changing a little piece of the world... for the better.

And when they return, these 3,750 Americans will find that experience doing hard work will have another benefit. It's exactly what their next employers are looking for.

So, give the Peace Corps your next two years. And while you're out changing the world, you'll also be making a place in it for yourself.

#### ON-CAMPUS INTERVIEWS

Wednesday & Thursday

November 2 & 3

AND

November 16 & 17

Appointments & applications available at Counseling and Career Services

APPLICATION MUST BE COMPLETED PRIOR TO INTERVIEW

For more information call  
Peace Corps at (213) 209-7444 extention 102

**PEACE CORPS**   
STILL THE TOUGHEST JOB YOU'LL EVER LOVE.

## Send us a signal.

Would you like to join the leader in digital signal processing? Would you like to enjoy hands-on data acquisition and processing systems design from antenna to data link? Would you like to work on advanced projects like interface mitigation for FM, PCM and data signals?

If so, let us know at Applied Signal Technology. It's our job to supply signal processing systems and engineering expertise to the U.S. Government. In the process, we're advancing the entire industry.

We are seeking entry level engineers with EECE, EMCE, or EE degrees - December, March or June Graduates to become involved in projects dealing with areas such as:

- Digital and Analog Hardware Design
- Software and Firmware
- Microprocessors
- System Engineering
- Signal Processing Algorithms & Studies
- VLSI Development and Design

#### Learn More

Sun 3/160 workstations, an individual stock purchase plan - we have a number of very attractive features at Applied Signal Technology. To learn more about what we have to offer, please sign up for an interview. We will be on campus November 11, or send your resume to: APPLIED SIGNAL TECHNOLOGY, INC., 160 Sobrante Way, Sunnyvale, CA 94086. We are an equal opportunity employer. U.S. citizenship is required.

**AST**

APPLIED SIGNAL  
TECHNOLOGY, INC

#### INTERESTED IN CONSULTING?

"We look for people who are intelligent, creative, analytical, and who can work cooperatively with others. We want people who get pleasure out of helping others and doing a job well."



**Hewitt Associates**

is coming to your campus. . .

#### ON-CAMPUS INTERVIEWS

November 8, 1988

February 14, 1989

Opportunities for graduating seniors with coursework and interest in the following areas:

- ACCOUNTING
- FINANCE
- ECONOMICS
- COMPUTER SCIENCE/MIS
- BUSINESS ADMINISTRATION
- STATISTICS
- MATHEMATICS
- ACTUARIAL SCIENCE
- HUMAN RESOURCE MANAGEMENT

We are a leading management consulting firm specializing in employee benefits, compensation, communication, and related human resource functions.

Hewitt Associates is included in the publication "The 100 Best Companies to Work for in America."

Santa Ana, CA • Rowayton, CT • Atlanta, GA • Lincolnshire, IL • Boston, MA  
Morristown, NJ • The Woodlands, TX

See Your Placement Office For Details

## Senior Seminar

A Senior Seminar will be held Saturday, Oct. 22 from 9:00 a.m. to 12:30 p.m. in Counseling and Career Services room 1109. This workshop is designed to cover in one morning the components of job readiness, including: resume writing; interviewing techniques; and negotiating skills, which includes negotiating for a higher salary, evaluating a benefits package and negotiating job responsibilities.

The material discussed in this session is the same as the regularly scheduled Resume and Interview Workshops but is designed for students who don't have time during the week or would prefer to receive the information all at once.

Space is limited, so please arrive on time. For further information, contact Counseling and Career Services' Career Resource Room, 961-4411.

## Future Focus Can Help

What is it? A program of workshops, services, materials and mailing list to help you find jobs. Use this checklist to make sure you get in focus and stay in focus:

### 1. Read the Career Placement Manual.

A brief guide of job search strategies on how to:

Find Employment

Negotiate

Interview

Write a Resume

Write a Cover Letter

Look for Off Campus Jobs

Make Contacts

### 2. Sign up for the Future Focus contact list.

We'll let you know about special projects that are tailored to your interests.

### 3. Sign up for Campus Interviews.

Fall and Winter are the best quarters for the whole year. 80 percent of the employers come to interview for specific majors and about 20 percent are open to most majors.

### Future Focus Workshops:

Resume Writing  
Interview Skills  
Identifying Your Job Objective  
Creative Job Search Strategies

### 5. Future Focus Job Lists.

Employers call and send in job openings that are posted daily.

### 6. Future Focus Directories.

Lists of employers in a wide variety of careers.

### 7. Future Focus Resources.

Materials to read or watch in order to sharpen your skills and gain knowledge about getting a job.

### 8. Job Development.

Videos on how to interview. Books on how to write a resume.

### 9. Practice Interview Day.

Learn the do's and don'ts about interviewing. Get inside tips from the recruiters.

All this located in the Career Resource Room of the Counseling and Career Services building.

## Senior Major Meetings

Meet with your department representatives and career advisors from Counseling and Career Services to discuss post-graduate options. This is co-sponsored by Counseling and Career Services and Academic Departments.

Major	Date	Time	Place
Anthropology	Wed., Oct. 12	1 pm	2052 North Hall
Art History	Thu., Oct. 13	2 pm	1109 Couns. & Career Serv.
Biological Sciences	Wed., Oct. 12	4 pm	1109 Couns. & Career Serv.
Business Economics	Wed., Oct. 12	2 pm	Phelps 3526
Chemistry	Mon., Oct. 10	4 pm	122, Bldg. 489 (barracks)
Communications	Thu., Oct. 13	1 pm	1109 Couns. & Career Serv.
Computer Science	Tue., Oct. 11	4 pm	1401 Engineering II
Engineering	Tue., Oct. 11	4 pm	1401 Engineering II
English	Tue., Oct. 11	2 pm	2623 South Hall
Environmental Studies	Tue., Oct. 11	4 pm	1431 Phelps
French & Italian	Mon., Oct. 10	3 pm	2129 Girvetz
Geography	Thu., Oct. 13	12 pm	1444 Phelps
German/Oriental/Slavic	Mon., Oct. 10	4 pm	2129 Girvetz
History	Thu., Oct. 13	3 pm	3523 Phelps
Law and Society	Wed., Oct. 12	4 pm	3824 Ellison
Mathematics	Thu., Oct. 13	2 pm	3523 Phelps
Philosophy	Fri., Oct. 14	12 pm	1109 Couns. & Career Serv.
Physics	Tue., Oct. 11	1 pm	3019 Broida
Political Science	Wed., Oct. 12	4 pm	3824 Ellison
Psychology	Wed., Oct. 12	2 pm	1109 Couns. & Career Serv.
Religious Studies	Fri., Oct. 14	2 pm	4607A South Hall
Sociology	Tue., Oct. 11	1 pm	1119 Girvetz
Spanish & Portuguese	Mon., Oct. 10	3 pm	2129 Girvetz

## Graduate/Professional School Information Day

Graduate and Professional School Information Day will be held Thursday, Oct. 20 in the UCen Pavilion from 11:00 a.m. to 2:00 p.m. Individual workshops will also be offered from 10:00 to 11:00 a.m. on the following topics: Graduate Studies, UCen room 1; Law School, UCen room 3.

Minority students are especially encouraged to attend. All students are welcome! This event is sponsored by the Counseling and Career Services, Graduate Division and EOP.

## Applying to Graduate School

How do you apply to grad school? Two workshops will be held, on Friday, Oct. 7, from 2:00 to 4:00 p.m. or Tuesday, Oct. 18, from 4:00 to 6:00 p.m., in the Counseling and Career Services building, room 1109. Topics covered will be: how to choose a graduate program; how to apply for admission; writing a statement of purpose; and letters of recommendation.

## Explore Your World

A Study - Work - Travel Abroad Information Fair will be held Friday, Oct. 14 from 10:00 a.m. to 3:00 p.m. in UCen Pavilion A and B. There will be Career Panel Discussions from 2:30 to 3:30 p.m. — Travel and Tourism in UCen room 1, International Commerce in UCen room 3. This fair is sponsored by Counseling and Career Services, AIESEC, and Education Abroad Program.

## ATTENTION SENIORS!

Are you hoping to find a job by the end of this year?

Get started early. Bring this coupon to Counseling and Career Services for a free copy of the *Career Placement Guide*.

Learn tips on resume writing. How to find the hidden job market. What to say when you call employers. How to develop the contacts you already have. Start today on the career for your future. Good while supply lasts.

\$\$\$ VALUABLE COUPON \$\$\$



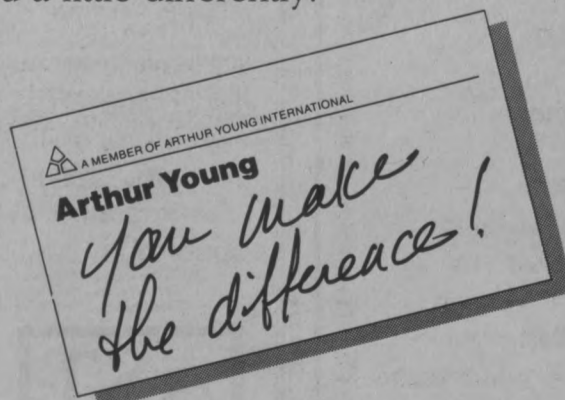
Arthur Young looks at UCSB a little differently.

There are a few interesting facts demonstrating something special about the relationship of UCSB and Arthur Young:

- Arthur Young hires more graduates of UCSB than any other university in the nation.
- Arthur Young has consistently hired UCSB grads for audit and tax positions for over eight years.
- In 1988 alone, 29 UCSB grads joined Arthur Young.
- Students have chosen Arthur Young for the same reasons they chose UCSB.

UCSB students attract our attention year after year, and it's something more than just GPAs and honor lists. It has to do with who you are as individuals and your drive to succeed. We care about who you are and we're interested in your success.

The bottom line is, UCSB students stand out. And that's why we see you a little differently.



We take business personally.