

**Counseling &
Career Services
and the
Daily Nexus
PRESENT**

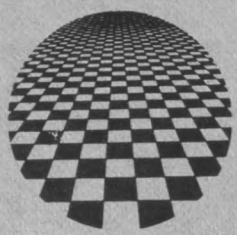


“This way to your future!”

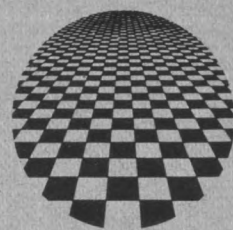
**Interview Guide and
Career Planning Services**

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And More!



Careers That Make A Difference



Wednesday, Feb. 21 2-5 pm UCen Pavilion

This half day program will feature a keynote speaker and panelists in these key career areas:

1. Responsible technology
2. Social action/service
3. Environmental action

If you are looking for a way to make a positive contribution to your world, your environment, then this is the program to get you on the right track.

A partial preview of speakers:

1. Roland Schinzinger, Ph.D. from UC-

Irvine. The author of Engineering Ethics.

2. Barry Schoer, executive director of sanctuary house. Involved in creating, alternatives to mental hospitals.

3. Thomas Hauskens, Ph.D. student who has researched alternative careers in respon-

sible technology.

4. Bob Wilkinson, implemented the solar energy program for residence halls at UCSB.

Co-sponsored by: SERT, CALPIRG, CAB, Counseling & Career Services, URC.

INFORMATION SHARING

January 31, 1990
11:00 A.M.-1:00 P.M.
University Center
Room 2

ON-CAMPUS INTERVIEWS

February 20, 1990

See Your Placement Office
For Details

"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."

Interested In Consulting?

Hewitt Associates is coming to your campus...

We are a leading 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."

BUSINESS

Great opportunities exist for graduating seniors to work with our clients on the administration of their benefit plans. Coursework or interest in the following areas is suggested:

- ACCOUNTING
- FINANCE
- ECONOMICS
- BUSINESS ADMINISTRATION
- HUMAN RESOURCE MANAGEMENT

SYSTEMS

We offer exciting opportunities for graduating seniors with computer coursework or experience who are interested in working with a team to design, develop, and implement computer systems to support our clients' employee benefit plans.

MATH

We offer graduating seniors an exciting opportunity as an ACTUARIAL CONSULTANT TRAINEE. Actuaries are highly respected business professionals who use mathematical skills to define, analyze, and solve financial problems. Their future looks bright:

- Being an actuary was recently rated as one of the best jobs.
- The demand for actuaries is expected to exceed the availability for the foreseeable future.



Hewitt Associates

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

Faculty Women's Club Gives Scholarships Up to \$1,000

The UCSB Faculty Women's Club is awarding scholarships of up to \$1,000 to full-time sophomores and juniors who are planning to be enrolled in 1991-92.

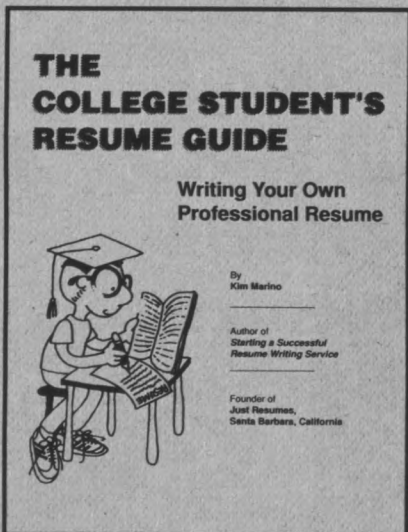
Applicants are asked to have a minimum grade point average of 3.5, although considerations may be given to students operating under exceptional circumstances. Applications should include a brief, one-page statement signed by the applicant including reasons for wanting the scholarship, goals, plans for studies, and outside activities and interests.

Students are also urged to include their present GPA through Fall Quarter and their current college address and telephone number.

Application letters must be postmarked no later than Feb. 4 and should be sent to:

FWC Scholarships
755 Mission Canyon
Santa Barbara, CA 93105

THIS BOOK IS A MUST FOR EVERY COLLEGE STUDENT...



By Kim Marino, Owner of Just Resumes of Santa Barbara

The College Student's Resume Guide gives you the ability to write a resume that will...

- Focus the interviewer's attention on your strong points!
- Give you full credit for your achievements, paid or not!
- Give the interviewer positive things to talk about in you!
- Most importantly, you'll see yourself in a more focused and positive manner.

REMEMBER, the resume is your first link between you and the potential employer!

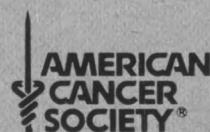
AVAILABLE FOR ONLY \$8.95 at the following locations:

- Alternative Copy Shops
- Isla Vista Bookstore
- The Book Den (Isla Vista)
- UCSB Bookstore
- Kinko's - 4141 State St. (open 24 hours)
- Earthing Bookshop

There are definite precautions that have been proven to decrease your risk of getting certain cancers.

Talk with your physician about how often you need cancer-related checkups.

Ask your local American Cancer Society to send you a free booklet about cancer risks.



**If
You
Thought
You
Couldn't
Start
At The
Top**

Now You

MAY

Other companies talk about being a leader... May Department

Stores Company is the benchmark for that comparison. Sales exceed \$12 billion annually and May has achieved 14 consecutive years of record sales and earnings. Our talented, innovative team achieved this record.

Others talk about promotion from within... May does it. We are looking for achievers to join May and to continue our record-setting style.

Other retailers are recruiting buyers... We're looking for vice-presidents. We'll provide the coaching, counseling and training to help you reach your potential. Our compensation levels are aggressive.

**Stop by our Open House
UCEN - Room 1
10:00 A.M. - 4:00 P.M.
Thursday, January 18, 1990
Resumes will be accepted
but are not necessary**

MAY The May Department Stores Company, St. Louis, Missouri

Campus Interview Guide

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

WHO IS ELIGIBLE? You must be a currently enrolled student for a fulltime/permanent employment interviews, graduation no later than August 1990. 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.

HOW THE BIDDING WORKS — There are two possible routes to a campus interview. The first one is through the computerized bidding process. At the beginning of each quarter you will be assigned 1000 points. You will decide how many points to bid on each employer of your choice. All bids are entered into the computer and students who meet the employers requirements, with the highest bids are entered into the 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. If your bid is not

accepted or if an employer cancels, the points bid in either instance will be returned to you. (You are responsible for keeping track of your point balance.)

The second route is open sign-ups. After the deadline for selected bid winners to make their appointments, if there are any remaining slots on the schedules, those will be available to students who missed the bidding process and/or for those companies who scheduled an on-campus interview date after their scheduled bidding period had already begun or passed.

BEFORE YOU BID ... Check the Master Calendar located directly across from the Interview Desk to find out:

1. Which employers are looking for your major(s).
2. The week number in which the interview occurs.
3. The date the bid filing begins.
4. The company number.
5. The number of schedules/interviews per schedule.

Make sure you have all the requirements specified by the employer or you will be disqualified to interview. That information is on the Recruitment Information Form in the Job Description Binders.

Employer brochures and video tapes are in the Career Resources room to help you decide if you are interested in interviewing with an employer, as well as helping you prepare for the interview.

FILING BIDS — Pick up a bid sheet at the Interview Desk and fill it out completely with a No. 2 pencil. Deposit your bid

sheet(s) in the Bid Box on the Interview Desk, Wednesday, Thursday, or no later than 4:30 p.m. on Friday, three weeks prior to company interviews. Once submitted, your bid sheet(s) cannot be returned to you. **ALL BIDS ARE FINAL!** Bids must be filed in person, not by mail.

CONFIRM APPOINTMENTS — The Selected Bid Winners lists are posted in the Interview Waiting Room. You must confirm by making an interview appointment time with a resume on Tuesday, Wednesday, or no later than 4:30 p.m. on Thursday, two weeks prior to company interviews. All appointments must be made in person at the Interview Desk. Please, no telephone inquiries about the Selected Bid Winners.

OPEN SIGN-UPS — Open Sign-ups start on Monday* at 8:30 a.m. in the back courtyard of the Counseling & Career Services building, one week prior to company interviews. Sign ups are on a first come, first serve basis and will continue until schedules are filled. In order to give everyone an opportunity, you may sign up for one appointment then you need to return to the end of the line. All appointments must be made in person at the Interview Desk. Remember that you must meet all requirements specified by employers and that you must have a resume for each company with whom you intend to interview.

*Except on weeks in which Monday is a holiday.

Thinking About Grad School?

Been thinking about grad school? It's time to take action if you plan to go next year. Wondering where to start? Check out the graduate school workshop series this quarter at Counseling and Career Services. Get answers to your question:

What's the difference between and graduate and professional degree programs?

How many schools should someone apply to?

How will a graduate degree improve career options?

What financial support is available for grad study?

What does it take to get admitted?

These questions and other issues will be covered in the workshop held in 1109 of the Counseling and Career Services building. Follow up concerns will be addressed by appointment with Lily Maestas.

Annual Job Faire

Friday, March 2

Nearly 50 corporations, government agencies and non-profit organizations attend this exciting EOP/SAA event. Students have an opportunity to speak with employment representatives who offer career, part-time, summer, and internship opportunities to attending qualified students. In cooperation with Counseling and Career Services, students are offered special resume-writing, interview skills and job faire orientation workshops in preparation for this event. Two companies have initiated paid annual internships which are awarded at the Faire. Several students have found careers through the Job Faire. A few of our graduates have even returned as recruiters!

NAVY ENGINEERING

Benefits as a Student

- earn \$13,800 a year for up to two years to use any way you choose
- additional \$4,000 bonus paid when you enter program
- NO drills, uniforms or summer obligations
- 100% medical and dental coverage
- outstanding, low-cost travel opportunities to Europe, Japan and other exciting places
- early job security

Training after College

- 16 weeks at Officer Candidate School and commissioning as a Navy officer
- 6 months of graduate level engineering education in Orlando, Florida
- 6 months of hands-on engineering training at a prototype trainer in Idaho, New York or Connecticut
- 13 weeks of education in personnel, materials management, engineering systems and more

The Navy Engineer

- starting pay of up to \$27,000 with increases to more than \$55,000 after five years
- work with space age technology and highly trained technicians
- opportunity for world travel
- continued professional growth and an opportunity for Navy paid graduate school
- retirement with full benefits after only 20 years active Navy service
- outstanding marketability

Engineering, math, physics and chemistry majors with at least a 3.0 GPA, 3.3 and above preferred, and having completed one year of calculus and one year of calculus-based physics are eligible. You need only submit a copy of your transcripts to determine your initial eligibility. Qualifying students will then be offered a cost-free, no obligation tour of a Navy base at Bangor, Washington, or San Diego, California, including a tour of a nuclear-powered submarine and/or surface ship. We are convinced this is **THE BEST PROFESSIONAL ENGINEERING OPPORTUNITY AVAILABLE TO A COLLEGE STUDENT TODAY.**

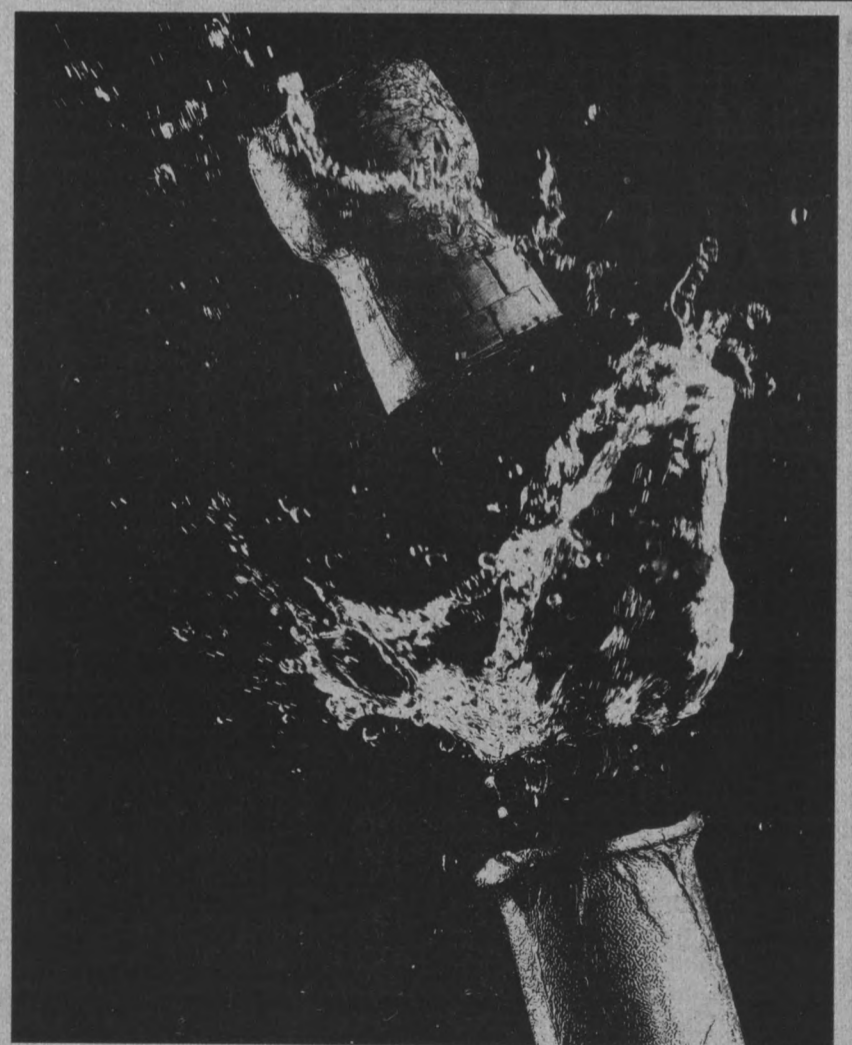
AN INVESTMENT IN YOUR FUTURE



Navy engineering representatives will be on campus 23 and 24 January 1990 at the Counseling and Career Service Center. Sign up there under Navy Engineering Officer Programs or contact Lt. Steve Shatynski at 1-800-252-0559 or 1-800-252-0538.

NAVY OFFICER You are Tomorrow.
You are the Navy.

THE WINERY OF E. & J. GALLO



Uncork Your Potential

For graduates with an intense desire to go far, there is a career with far-reaching opportunities.

Sales management with the E. & J. Gallo Winery.

Between classes today, stop by the Career Planning & Placement Center and find out about all the challenges we have in store for you.

On-campus interviews: **February 8th & 9th**

Peer Advising - Helping Others, Helping Yourself

Gina became a career peer during her Sophomore year at UCSB. She loved helping other students in the Career Resource Room. She liked the idea of making a difference in other people's lives. Information on new careers and new things about old careers came her way all the time. She shared what she learned with her friends and family.

In her junior year, she got more involved with doing presentations and outreach to students around the campus.

During her Senior year, Gina helped train new peers and recruit peers for the following year. She also began a column in the Nexus on career news in order to reach a broader audience.

There are currently 29 peer advisor positions at counseling and Career Services. Peers on staff work in every facet of our program to help students find careers, cope with stress, land a position as an intern and help athletes make use of student services. Some of these peers work for money and some are volunteers.

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

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

their daily tasks of meeting and helping students in groups or one to one.

Second, they have, like Gina, built new skills and gained a great deal of confidence by taking on projects they might not have believed they could do. The experience of doing something entirely new and succeeding is not common enough for college students. Peers with motivation have taken advantage of the possibilities. Sometimes, peers may have felt a project got "dumped" on them, but in reality they were being tested to see what they would do, how they would handle it.

Peers also learn career development for themselves. Some of our peers had ideas of the future when they started with us, others were as clueless about career as anyone else. Some even left with the same career in mind. All of them had their views challenged by their experiences and the information around them. The "career of the month" is not just an idea to spotlight different careers for student users, it has sometimes been the experience of peers responding to all the possibilities.

Gina left UCSB to enter a counseling program at Cal State San Francisco. She interned during her graduate program at the UC Berkeley Placement Center. She quite asking about next steps in her Senior year. Her self confidence and interests took over as she took up career counseling as a career.

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

Maybe next year you would like to be a peer? We are going to have lots of positions in each of our four peer groups: Sports Peers, ALP Peers, Career Peers and Stress Management Peers. We are interested in you and if you like working with people, and have energy and enthusiasm for meeting lots

of new people. Your creativity will be put to work and you will be making a difference in the lives and careers of many of your UCSB fellow students.

Career Planning Peers assist students in the beginning stages of their career planning development. This includes orienting students to relevant career materials, making referrals, presenting workshops and designing programs.

Stress Peers assist students with stress related concerns which includes orienting them to the Personal Development Resource Room, listening to concerns, making referrals, presenting workshops and designing individual stress management programs.

ALP Peers assist students in obtaining internships, coordinating a specialty area,

critiquing resumes and presenting workshops.

Sports Peers assist UCSB athletes by providing them information on campus resources, workshops and events. They also assist athletes with career and academic issues.

If you will be returning for the entire 1990-91 academic year and are interested in a guaranteed 10 hour a week job, then look for orientation meetings scheduled this quarter and/or pick up an application for Sports, Career, Stress, or ALP Peers in the Career Resource Room.

Application deadline is **MARCH 16, 1990**. Turn in your application to the Career Resource Room.

Want a taste of the REAL Business World?

Learn Advertising? Become a Daily Nexus Sales Representative

EARN while you LEARN
come by the Daily Nexus
Advertising Office (beneath Storke
Tower) & fill out an application.

**Interns needed
NOW**

VITESSE Semiconductor Corp.

Coming to U.C.S.B. February 23, 1990

VITESSE SEMICONDUCTOR CORPORATION is the leader in the design and manufacture of high performance LSI and VLSI Gallium Arsenide integrated circuits. We provide specialized components for commercial, telecommunications, military and aerospace applications.

Our current team has strong backgrounds in device physics, integrated circuit fabrication, VLSI design, manufacturing, marketing and management. We are rapidly expanding this professional group to meet our strong business growth.

We are located in Southern California's suburban Ventura County, 50 miles northwest of Los Angeles.

Vitesse is in need of energetic, dynamic, motivated individuals with degrees in Electrical Engineering, Materials Science and/or expertise in the following areas:

Logic Design	Design Automation
VLSI Design	Product Engineering
IC Processing	High Speed Testing
Semiconductor Device Physics	Assembly
Electronic Materials	Package Design

Vitesse offers the opportunity to work with highly talented people on challenging projects. You will be able to make major contributions in your area of expertise to a rapidly expanding set of unique high performance products. Vitesse provides the opportunity to learn and grow with a powerful young company. In addition to competitive salary and benefits, Vitesse offers an informal working environment and participation in our stock option plan.

If this interests you, we invite you to register to interview on Friday, February 23, 1990 with a Vitesse representative.

VITESSE SEMICONDUCTOR CORPORATION

741 Calle Plano
Camarillo, California 93010
(805) 388-3700

AN EQUAL OPPORTUNITY EMPLOYER

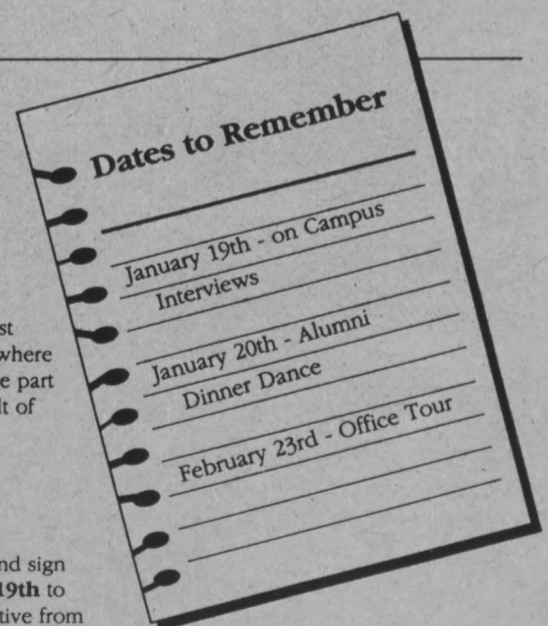
Schedule yourself with Ernst & Young to talk about a real opportunity.

At Ernst & Young UCSB grads have a recognized presence among our staff. After all, we've hired some of the top UCSB students - 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.

Positions are available for internships beginning Summer '90.

Stop by the career placement center and sign up for an interview time on **January 19th** to speak to an Ernst & Young representative from either the Los Angeles or Bay area offices. We look forward to seeing you there.



Ernst & Young

Personal advisors to business.
Accounting, tax financial and management consulting.

A large, stylized white letter 'W' is centered within a solid black rectangular box. The 'W' is composed of three vertical strokes with rounded tops and a central dip, giving it a classic, slightly decorative appearance.

ould You Like to Add Anything?

There are opportunities to work with our teams in Operating Systems, Networking, and Applications. If you are about to graduate with a Bachelor's degree in Computer Science, Electrical Engineering, Math, Physics, or related technical degree, then we want to talk to you.

Microsoft will be interviewing on campus for Software Design Engineers in Test Development on

February 2, 1990

See your Career Planning and Placement Office for more details.

"The great thing about working at Microsoft in OS/2 testing is that the work you do gets noticed right away by some pretty important people. You work with the sharpest minds in the software industry, using some incredible hardware that is the latest in the field, and it's your input that can make a difference in the finished product. You're given the support you need to do the job right: no cutting corners and no second best. Plus, it's fun to work here. There are playing fields for a lunchtime pick-up game of Frisbee Ultimate, trails to go hiking or biking on, and Seattle only fifteen minutes away has one of the hottest new music scenes in the country."

Bill Gallagher
Software Design Engineer, OS/2 Testing
BSCS in Scientific Applications, 1988
New Mexico Institute of Mining and Technology

"As an applications tester at Microsoft, I thought I might be bound to plow through endless repetitive scripts. But the testing atmosphere is actually much different than I expected. Even as an intern, I was free to choose testing areas, develop and adapt scripts and even encouraged to 'play' with and push Excel to extreme limits in attempts to simulate real world usage scenarios. In addition, communication between developers and testers is wide open — developers will always lend an ear to our suggestions and ideas.

Finally, there are two things about Microsoft most people don't know or realize: first, no matter what your personal style, what time you like to come to work, what you wear, eat, drink or do, you are bound to 'fit in'. Diversity inspires the creativity and devotion that runs rampant through these halls. Second, the weather is actually quite nice..."

Rod Gode
Software Test Development Intern
BSCS, UCSB 1990

"Think of the ideal job: you're doing fantastic, state-of-the-art work on the best equipment with the brightest people. You can't wait to get to work in the morning because it's exciting! Well, that's Microsoft. I started doing meaningful work right from day one. I know I'm making a difference here at Microsoft."

Eric Lockard
Program Manager
MSCS, UCSB 1989

"One of the things I like about Microsoft is that we're always in the middle of things. We have the real 'inside' story on all the gossip that goes on in the trade rags. We know in advance what the next generation of applications and systems software will be because we're writing it! I got my first assignment as I was still settling into my office. Not some busy work to gently introduce me to the environment — my manager gave me a 50 page technical paper by Bresenham on an improvement to his classic incremental line draw. 'Read this, understand it, do it.' The 'sink or swim' philosophy can be daunting at first, but I would rather struggle with something a little bit than coast along on a project that doesn't challenge me."

Tony Pisculli
Software Design Engineer
BA, Math, UCSB

Microsoft

We are an equal opportunity employer.

HARDCORE
SOFTWARE

Career Workshops

Winter Quarter, 1990

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.

Wed., Jan. 10.....	1-2 pm
Wed., Jan. 17.....	1-2 pm
Thur., Jan. 18.....	10-11 am
Wed., Jan. 24.....	2-3 pm
Mon., Jan. 29.....	2-3 pm
Tue., Jan. 30.....	1-2 pm
Wed., Jan. 31.....	1-2 pm
Thur., Feb. 7.....	3-4 pm
Thur., Feb. 8.....	10-11 am
Tue., Feb. 13.....	4-5 pm
Wed., Feb. 14.....	1-2 pm
Tue., Feb. 20.....	1-2 pm
Mon., Feb. 26.....	2-3 pm
Wed., Feb. 28.....	3-4 pm
Tue., Mar. 6.....	1-2 pm
Wed., Mar. 7.....	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.

Wed., Jan. 10.....	2-3 pm
Tue., Jan. 16.....	1-2 pm
Tue., Jan. 23.....	4-5 pm
Thur., Jan. 25.....	10-11 am
Wed., Jan. 31.....	3-4 pm
Wed., Feb. 7.....	2-3 pm
Wed., Feb. 14.....	3-4 pm
Thur., Feb. 15.....	10-11 am
Mon., Feb. 26.....	11 am-12 noon
Wed., Feb. 28.....	2-3 pm
Thur., Mar. 1.....	10-11 am
Mon., Mar. 5.....	2-3 pm

Internship Workshops

Explore careers through hands-on experience in part-time, pre-professional, 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., Jan. 16.....	11 am-12 noon
Thur., Jan. 18.....	4-5 pm
Fri., Jan. 19.....	10-11 am
Wed., Jan. 24.....	4-5 pm

Thur., Jan. 25.....	4-5 pm
Fri., Jan. 26.....	10-11 am
Mon., Jan. 29.....	4-5 pm
Tue., Jan. 30.....	11 am-12 noon
Thur., Feb. 1.....	4-5 pm
Tue., Feb. 6.....	11 am-12 noon
Wed., Feb. 7.....	4-5 pm
Thur., Feb. 8.....	4-5 pm
Mon., Feb. 12.....	4-5 pm
Fri., Feb. 16.....	10-11 am
Tue., Feb. 20.....	11-12 noon
Fri., Feb. 23.....	10-11 am

*NOTE: Interviews for Spring Quarter Internship placements begin Monday, March 6. Up to 350 applications accepted every quarter on a first come first served basis. **Spring Quarter Application Deadline is February 26.**

Summer Job Workshops

Beat the spring break rush for summer jobs. Attend this workshop and learn how to research and apply for those summer job opportunities in your area of interest and geographic location.

Wed., Jan. 31.....	4-5 pm
Mon., Feb. 5.....	4-5 pm
Wed., Feb. 14.....	4-5 pm

Selecting & Negotiating Your Internship

Only students who have completed an Applied Learning Internship Application for Spring Quarter. This required workshop covers the process for selecting employers, setting up interviews, and tips and negotiating strategies needed for getting the most out of the experience.

Mon., Mar. 5.....	4-5:30 pm
Tue., Mar. 6.....	5-6:30 pm
Wed., Mar. 7.....	4-5:30 pm
Thur., Mar. 8.....	4-5:30 pm
Fri., Mar. 9.....	11 am-12:30 pm

Summer Jobs for Engineers

All sophomore and junior engineering students interested in applying to paid, career-related internships locally and outside the area should attend. A special employer and intern panel will present inside tips on what to expect and how to be competitive. Computer Science, Physics or Chemistry majors are also welcome.

Wed., Jan. 24.....	4-6 pm
Thur., Jan. 25.....	4-6 pm

Engineering II Conference Room

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.

Wed., Jan. 17.....	2-3 pm
Tue., Jan. 30.....	4-5 pm
Wed., Feb. 14.....	2-3 pm
Tue., Feb. 27.....	4-5 pm

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 an objective.

Tue., Jan. 16.....	4-5 pm
Tue., Feb. 6.....	1-2 pm
Thur., Feb. 22.....	10-11 am
Mon., Mar. 5.....	11 am-12 noon

Computer Resume Workshop

This Macintosh workshop is designed for those interested in producing their resume in Microsoft Word. The first half of the workshop will explain fundamentals of resume writing followed by an introduction to Microsoft Word. Space is limited. Further information and pre-registration are available at the Micro Computer Lab office. Class is held at MCL.

Sat., Jan. 27.....	10 am-12 noon
Thur., Feb. 1.....	3-5 pm
Thur., Feb. 13.....	7-9 pm

EOP Job Faire

Meet with various local employers at this annual event. Held at the Old Gym.

Fri., Mar. 2.....	1-5 pm
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Making College Pay Off

How to use the University to your greatest advantage. Discover the hidden agenda for college students.

Wed., Jan. 17.....	3-6 pm
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Ask SIGI (+)

Want to match up careers to your personal characteristics? How about comparing careers on income, skills required and other factors on this computer program?

Wed., Jan. 10.....	3-4 pm
Wed., Jan. 24.....	3-4 pm

Continued on next page

SALES & SALES MANAGEMENT

The EQUITABLE Financial Companies

CAREER OPPORTUNITY

The Equitable Financial Companies are seeking individuals interested in the fascinating and dynamic world of corporate and personal financial services. 3 year financial subsidy to launch your career. Complete benefits. College degree or equivalent experience. Complete training program. We are interviewing for our Ventura and Santa Maria offices.

Please call (805) 644-9771 to set up an appointment for an interview or send resumes to:

JOHN C. CLAY, CLU
P.O. Box 7118
Ventura, CA 93006

Equal Opportunity Employer

Don't look for an accounting job

Look for a career...

...at ARCO Transportation Company.

You've worked hard throughout college. And you've earned your accounting degree. Now it's time to go to work. But you want more than just a job. You want a career.

Embarking on a career, rather than just landing a job, is clearly a function of choosing the right company to work for. Because you'll want to choose an organization with a progressive climate -- one that will train you and develop your skills, one that will help you grow and encourage you to advance in your chosen field.

If you're one of the select group of accounting graduates chosen each year for our Accounting Development Program (ADP), that organization may very well be.....
ARCO Transportation Company.

Ready to learn more?

Reception and Information Session
Tuesday, January 16, 5 P.M. to 9 P. M.
UCSB Faculty Club

On-Campus Interviews
Monday, February 12, 9 A.M. to 5 P. M.
Counseling and Career Services

Senior Seminar

Senior Seminar will provide an overview of resume writing, interviewing, negotiating strategies and job search techniques. It is designed for the student who does not have the time to attend each workshop individually or for the student who likes to get all the information at once.

Sat., Feb. 109-1 pm

Exploring Overseas Careers

This introductory seminar will provide an overview of the international careers in business, government, travel and education. Strategies for choosing a career direction will be highlighted.

Mon., Jan. 85-7 pm
 Mon., Feb. 55-7 pm

International Work Abroad Programs

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

Tue., Feb. 275-6:30 pm

Researching Overseas Jobs

This seminar is designed for serious job seekers who are ready to pursue international employment. The foci of this session will be employer research, identifying potential hiring organizations and networking for success. Information from Career Resources and the UCSB Library will be highlighted. Please bring a pen and note book.

Tue., Jan. 95-7 pm
 Tue., Feb. 205-7 pm

Enrollment limit: 35

Negotiating Strategies

This workshop will address strategies for successful negotiations to enhance both personal and professional life. Particular emphasis will be paid to salary and benefit negotiations in the employment process.

Mon., Jan. 222-3 pm

Love and 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.

Mon., Jan. 2911 am-12 noon

Biology Summer Job Workshop

All bio majors interested in how to apply to summer paid, career related internships should attend.

Wed., Feb. 712-1 pm

Careers That Make A Difference

Special presentation of Environmental Careers, Political Action Careers and Social/Community Service Careers.

Wed., Feb. 212-5 pm

How To Use The Want-Ads

Almost everyone uses newspaper want-ads during a job search. Learn the benefits and limitations of this method, and learn how to use the want-ads to your best advantage.

Tue., Jan. 302-3 pm
 Thur., Feb. 221-2 pm

Experience Required

Identify Your Job Related Skills

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.

Mon., Jan. 221-2 pm

So You Want To Be A Therapist, Part I

This workshop reviews all the careers in psychology. You will learn what degrees, training and experience you need to be a social worker, psychologist, marriage counselor, etc. A must for anyone exploring options in the helping professions.

Thur., Mar. 14-5:30 pm

So You Want To Be A Therapist, Part II

A panel of professionals in mental health. They will describe their own career paths and give you tips on how to break into the field of therapy.

Thur., Mar. 154-5:30 pm

What Should I Be When I Grow Up

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

Mon., Feb. 51-2 pm

How To Do An Information Interview (The One Hour Internship)

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

Mon., Jan. 224-5 pm
 Wed., Feb. 284-5 pm

How To Conduct Employer Research

This workshop is designed to supplement the Campus Interview Process. Learn how to locate and research potential employers who would be interested in your particular set of skills. Know what to look for and how to translate information into meaningful clues that can lead to employment.

Tue., Feb. 135-7 pm

GRADUATE SCHOOL

How To Apply To Graduate School

How do I pick graduate schools in my major? What is the application process? How soon do I have to start? All of these questions and more will be answered during this workshop on applying to graduate school.

Thur., Jan. 251:30-2:30 pm
 Fri., Feb. 1611 am-12 noon
 Thur., Mar. 83-4 pm

MBA School Information & Application Procedures

This workshop will provide criteria for you to use in evaluating MBA programs plus general information on admission criteria.

Wed., Feb. 75-7 pm

Law School Application Information

This workshop will show you how to evaluate law schools plus general information on admissions criteria.

Wed., Feb. 215-7 pm

So You Want To Be A Professor

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

Tue., Jan. 231-2 pm

Discovering The Pot Of Gold At The End Of The Rainbow

Money for graduate school — whose got it and how you can get it? Workshop will provide students with resources useful in searching, identifying and applying for grants and fellowships to finance your graduate studies.

Tue., Jan. 235-7 pm



Choosing a Major

The entire month of February. These workshops, sponsored by Letters & Sciences and Counseling & Career Services, are designed to provide information for the undecided student about specific majors and departments. These workshops are one hour long. Call 961-3201 to sign up.

BULLOCK'S

A Division of R. H. Macy & Co., Inc.
 The University of California at
 Santa Barbara

A Winning Combination!

For many years, Bullock's UCSB recruits have proven that they've got what it takes to be successful in the fast-paced world of retail: A keen business sense, strong management potential and the high energy level necessary to make it big in the world of

MERCHANDISING.

We're looking forward to another recruiting year at UCSB. Spring 1990 Recruiting Dates:

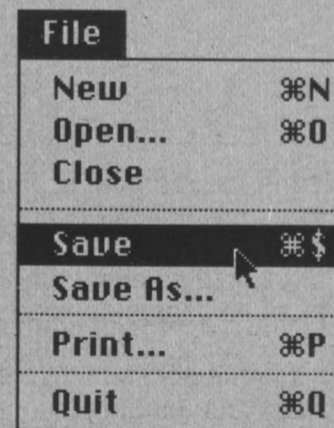
Tuesday & Wednesday, February 20-21
 Sign up at Career Placement Office or
 Send reumé & cover letter to:

GENE ROSS
 Director

**Campus Relations Recruitment and
 Placement Department**

800 South Hope Street
 Los Angeles, California 90017
 (213) 612-5124

**With Macintosh
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Macintosh® computers have always been easy to use. But they've never been this easy to own.

Presenting The Macintosh Sale. Through January 31, you can save hundreds of dollars on a variety of Apple® Macintosh computers and peripherals.

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Macintosh Sale, you can wind up with much more of a computer. Without spending a lot more money.



**UCSB Bookstore
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 Now through January 31.

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INTERVIEWS... Winter Quarter 1990

Business Majors

Engineering/Science Majors

Company Name	Majors	Date
AT&T	All business	1/25 & 1/26
Andersen Consulting	All business	2/9
Applied Magnetics Corp.	BusE	2/15
Arthur Andersen & Company	All business	1/26
ARCO Transportation	Accounting	2/12
Board of Equalization	All business	2/15 & 2/23
Bullock's Department Stores	All majors	2/20 & 2/21
Canon-Astro Office Products	All business	2/12
Cohn, Baruck & Handler	Accounting	2/9
Coopers & Lybrand	Accounting	2/5
Deloitte & Touche	Accounting	1/26
Deluxe Check Printers	All majors	1/18
EDS/SEDP	All business	2/27
Enterprise Company	Accounting, BusE, Econ	2/26
Equitable Life	All majors	1/19 & 2/16
Ernest and Julio Gallo Winery	All majors	2/8 & 2/9
Ernst & Young	Accounting, BusE, Econ, E-Math	1/19
Federal Deposit Insurance Corp.	All business	2/12
First Interstate Bank/Audit	Accounting, BusE	2/27
First Interstate Bank/ODP	All majors	2/27
First Interstate Bank/OSG	All majors	2/8
Ford Aerospace/C&C Group	All business	2/12
Hewitt Associates	All business	2/20
Internal Revenue Service	All majors	1/17
Kellogg & Andelson	Accounting	1/17
Kenneth Leventhal	Accounting	1/26
Lady Footlocker	All majors	3/2
Lincoln Financial & Insurance	All business	2/23
Macy's Department Stores	Accounting, BusE, Econ, E-Math	2/5 & 2/6
May Department Stores Company	All majors	2/1
McMaster-Carr Supply	All business	2/23
Mikasa	All majors	2/26
Moore Business Forms	All business	2/1
New York Life Insurance	All business	2/21
Nippon Motorola	Accounting	3/1
Northwestern Mutual Life	All majors	1/18
Parker Communications/KXTZ	All business	1/16
Peace Corps	All majors	2/5, 2/6 & 2/7
Price Waterhouse Litig. Serv.	All business	2/20
Public Interest Research Group	All majors	2/22
Ricoh/Copyline Corporation	All majors	2/6
Sanwa Bank	All business	2/27
Seiler & Company	Accounting	2/9
U.S. Air Force Officer Program	All majors	1/18 & 2/15
U.S. Marine Corps	All majors	1/31
U.S. Navy Officers Program	All majors	1/17 & 1/18
Unocal Corp.	Accounting	2/2
Wallace Computer Services, Inc.	BusE	2/9
Xerox Corporation	All business	2/16

Company Name	Majors	Date
Advanced Micro Devices	EE, CS, ChE, Physics	2/14 & 2/15
AT&T	ECE, CS	1/25 & 1/26
Amdahl Corporation	CS, ECE	2/13
Andersen Consulting	ECE, CS, ME, ChE	2/9
Applied Magnetics Corporation	ME, ChE	2/15
AiResearch	ME	1/26
Bendix Oceanics, Inc.	ECE	2/13
Douglas Aircraft	ECE, CS, ME, Physics	2/13
EDS	CS	2/27
Factory Mutual Engr.	EE, ME, ChE	2/6, 2/7 & 2/8
Ford Aerospace/C&C Group	ECE, CS, ME	2/12
GE Nuclear Energy	ME, NE	2/26
Grumman Aircraft System	ECE, CS, Physics, MathSci	1/23
Hargis & Associates	ChE, ME	1/19
Hewitt Associates	CS, MathSci, Statistics	2/20
Hughes Aircraft Company	EE, CS, Physics	2/16
Interlink Electronics	EE	1/19
LSI Logic Corporation	ECE, CS, Phys	2/8
Lawrence Livermore Labs	ECE, CS	3/1
Logicon, Inc.	Math, Physics, CS, Engineering	1/31
McMaster-Carr Supply	All sciences	2/23
Microsoft	EE, CS, MathSci, Physics	2/2
Motorola	EE	2/9
NCR Systems Engineering	CS	2/13
Naval Ship Weapons Systems Engineering Station	EE	2/13
Naval Weapons Station	EE, ME	2/5
Network Equipment Tech.	ECE, CS, Math	2/6
Nippon Motorola	EE, ME, ChE, CS, Math, Physics	3/1
Ortel	ECE, Physics	2/23
Peace Corps	All engineering & sciences	2/5, 2/6 & 2/7
Price Waterhouse Litig. Serv.	CS, Math, Statistics	2/20
Retix	EE	2/7
Rockwell International	EE, ME, Physics, MatProg	2/8
Santa Barbara Research Center	Physics, Chem, ME, EE	1/23 & 1/24
U.S. Air Force Officer Program	All engineering & sciences	1/18 & 2/15
U.S. Marine Corps	All engineering & sciences	1/31
U.S. Navy Engineering	All engineering & sciences	1/23 & 1/24
U.S. Navy Officers Program	All engineering & sciences	1/17 & 1/18
Unisys Corporation	ECE, CS, Math	1/18
Valid Logic Systems	ECE, CS	2/23
Vitesse Semiconductor	ECE, MatProg	2/23
Watkins-Johnson Company	EE, CS, ME, Physics	2/27 & 2/28
Wiltron Company	ECE, CS	1/26
Xerox Corporation	ECE, CS	2/16

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

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

Liberal Arts Majors

Company Name	Majors	Date
Board of Equalization	English	2/23
Bullock's Department Stores	All majors	2/20 & 2/21
Canon-Astro Office Products	All majors	2/12
Deluxe Check Printers	All majors	1/18
Enterprise Company	Psych, Soc, Comm, Hist	2/26
Equitable Life	All majors	1/19 & 2/16
Ernest and Julio Gallo Winery	All majors	2/8 & 2/9
First Interstate Bank/ODP	All majors	2/27
First Interstate Bank/OSG	All majors	2/8
Internal Revenue Service	All majors	1/17
Lady Footlocker	All majors	3/2
Macy's Department Stores	All liberal arts	2/5 & 2/6
May Department Stores Company	All majors	2/1
Mikasa	All majors	2/26
Moore Business Forms	All liberal arts	2/1
New York Life	All liberal arts	2/21
Northwestern Mutual Life	All majors	1/18
Parker Communications/KXTZ	All liberal arts	1/16
Peace Corps	All majors	2/5, 2/6 & 2/7
Public Interest Research Group	All majors	2/22
Ricoh/Copyline Corporation	All majors	2/6
Travelers Companies (The)	All liberal arts	1/24
U.S. Air Force Officer Program	All majors	1/18 & 2/15
U.S. Marine Corps	All majors	1/31
U.S. Navy Officers Program	All majors	1/17 & 1/18
Wallace Computer Services, Inc.	Comm. & Liberal Studies	2/9
Xerox Corporation	All liberal arts	2/16

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

Campus-Wide Interview Schedule

WINTER QUARTER

To sign up for one of these interviews you must register with the Campus Interview Program at Counseling & Career Services, Bldg. 599. This list is subject to change.

Some companies listed below may not appear on the other lists because their job descriptions have not been received.

WEEK #1	
Deluxe Check Printers	1/18
Equitable Life	1/19
*Ernst & Young	1/19
Faunders Development	1/17
Hargis & Associates, Inc.	1/19
Interlink Electronics	1/19
*Internal Revenue Service	1/17
Kellogg & Andelson	1/17
Northwestern Mutual Life	1/18
Parker Comm/KXTZ	1/16 & 1/17
U.S. Air Force Officer Program	1/18
*U.S. Navy Officers Prog	1/17 & 1/18
Unisys Corporation	1/18
WEEK #2	
AT&T	1/25 & 1/26
AiResearch	1/26
American Computer Repair	1/23
Arthur Andersen & Company	1/26
Deloitte & Touche	1/26
Delphi Information Systems	1/22
Grumman Aerospace Corporation	1/23
Kenneth Leventhal	1/26
Santa Barbara Research Center	1/23 & 1/24
Travelers Companies (The)	1/24
*U.S. Navy Engineering	1/23 & 1/24
Wiltron Company	1/26
WEEK #3	
Logicon, Inc.	1/31
May Department Stores	2/1
*Microsoft	2/2
Moore Business Forms	2/1
*U.S. Marine Corps	1/31
Unocal Corporation	2/2

Continued on next page

Camp Day

Thursday, March 8

Summer Camp Job Opportunities

Job opportunities abound at the nation's day and resident camps. A job at a camp offers invaluable skill-building, leadership-training and enrichment opportunities found nowhere else. A job at camp is one rarely forgotten. Living together with people never known before, sharing quarters, activities and concerns, one learns the basic social, communication and problem-solving skills critical to any job or life situation. The benefits of a job at camp go far beyond the paycheck to endure a lifetime.

What kind of jobs are there?

Camp jobs are many and varied. They range from all-important counselor, who interacts with campers and leads instruction in all manner of activities, to camp cooks, maintenance and office workers, health nurses, unit waterfront activities, arts and crafts, tripping and nature activities. In the same way camps offer splendid growth experiences for campers, it also offers great opportunities for leadership growth and development among camp staff members.

What are the salaries?

Salaries for a counselor, or comparable position, generally

range from \$400 to \$1,400 for the camp season, and up to \$2,000 for more skilled activities, such as certified waterfront positions. This is in addition to room and board which most camps provide, along with laundry, and health and accident insurance. Salaries also vary depending upon the length of the camp, region of the country, as well as former work experience, age and certification of the staff member.

What are the benefits?

One of the most obvious benefits at a camp is the opportunity to work in the great outdoors, often a picturesque setting. There is a real opportunity to meet and develop lasting friendships with new people from different parts of the country, and sometimes foreign countries, plus the challenge of seeing campers learn and grow.

How do I apply?

Attend **CAMP DAY on Thursday, March 8th** several summer overnight and day camp representatives will be on campus in the **UCEN Pavilion from 10:30 am-3:00 pm**. Also, information on the camps as well as other camps from across the nation will be located at the Applied Learning Program so be sure to check who's coming. For further information call 961-4418.

Campus-Wide Interview Schedule

Continued from last page

WEEK #4

Andersen Consulting.....	2/9
Chubb Insurance.....	2/8
Cohn, Baruck & Handler.....	2/9
*Coopers & Lybrand.....	2/5
Ernest & Julio Gallo Winery.....	2/8 & 2/9
Factory Mutual.....	2/6, 2/7 & 2/8
First Interstate Bank.....	2/8
LSI Logic Corporation.....	2/8
*Macy's Department Stores.....	2/5 & 2/6
McDonnell Douglas/Astronautics.....	2/8
Microwave Modules & Devices.....	2/7
Motorola.....	2/9
Network Equipment Technologies.....	2/6
Pacific Bell.....	2/9
Peace Corps.....	2/5, 2/6 & 2/7
*Retix.....	2/7
Ricoh/Copyline.....	2/6
Rockwell International.....	2/8
Seiler and Company.....	2/9
Transamerica.....	2/6
U.S. Army Corps of Engineers.....	2/5
Wallace Computers.....	2/9

WEEK #5

Advanced Micro Devices.....	2/14 & 2/15
Altera.....	2/15
Amdahl Corporation.....	2/13
*Applied Magnetics Corporation.....	2/15
Arco Transportation Company.....	2/12
Bendix Oceanics Division.....	2/13
Board of Equalization.....	2/15
Canon Astro Office Products.....	2/12
Douglas Aircraft.....	2/13
Equitable Insurance.....	2/16
Federal Deposit Insurance.....	2/12
Ford Aerospace/C&C.....	2/12
Hughes Aircraft Company.....	2/16
NCR/Systems Engineering.....	2/13
Naval Ship Weapons System.....	2/13
Naval Weapons Station.....	2/12

U.S. Air Force Officer Program.....	2/15
UARCO.....	2/13
Xerox Corporation.....	2/16

WEEK #6

Board of Equalization.....	2/23
Bullock's Dept. Stores.....	2/20 & 2/21
Hewitt Associates.....	2/20
John Hancock Financial Services.....	2/23
Lincoln Financial & Insurance.....	2/23
McDonnell Douglas/Missiles.....	2/21
McMaster-Carr Supply.....	2/23
National Semiconductor.....	2/20 & 2/21
New York Life Insurance.....	2/21
Ortel Corporation.....	2/23
Pepsi-Cola.....	2/21
Price Waterhouse/Litigation Serv.....	2/20
Public Interest Research Group.....	2/22
State Farm Insurance.....	2/22
Valid Logic Systems.....	2/23
Vitesse Semiconductor Corp.....	2/23

WEEK #7

EDS/SEDP.....	2/27
EDS/RSED.....	2/27
Enterprise Company.....	2/26
First Interstate Bank.....	2/27
*G.E. Nuclear Energy.....	2/26
Hewlett Packard.....	2/28, 3/1 & 3/2
Lady Footlocker.....	3/2
Lawrence Livermore Labs.....	3/1
Mikasa.....	2/26
*Nippon Motorola.....	3/1
Reliance Comm/Tec.....	2/26
Sanwa Bank.....	2/27
Scott Marlow Agency.....	3/2
Shell Oil Company.....	2/28 & 3/1
Unocal Corporation.....	2/27
Watkins Johnson Company.....	2/27 & 2/28
*Check job description binders for possible summer/internship positions.	

CAREERS IN COMMERCIAL BANKING

SANWA BANK CALIFORNIA,

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

**UCen, Room 2
February 1, 1990
3:00 - 4:30 pm**

Learn about the banking industry and career opportunities in Commercial, Real Estate, and International Lending. On-campus interviews scheduled for **February 27, 1990.**

It takes people of varied backgrounds to make an insurance company successful. We need creative individuals to assist in the day-to-day operations of our company. We are now hiring for our Westlake Village Regional Office. We're looking for Underwriter Trainees, Claim Representative Trainees, and Data Processors. If you're interested in joining on with our Good Neighbor family, please apply in person at 31303 Agoura Road, Westlake Village, CA 91363.

8:00 am-4:30 pm

STATE FARM INSURANCE COMPANIES



Equal Opportunity Employer

ISRAEL FELLOWSHIPS

Planning graduate study or research in Israel during the 1990-91 academic year?

You may be eligible for a fellowship.

For details, contact the Jewish Community Foundation of the Jewish Federation Council of Greater Los Angeles, 6505 Wilshire Boulevard, Suite 905, Los Angeles, 90048 (213) 852-7713

Deadline for application: January 31, 1990

FEDERAL BANK EXAMINER FDIC

The San Francisco Region of the Federal Deposit Insurance Corporation's Division of Bank Supervision has career opportunities available under special hiring authority for applications with strong academic records. These entry level professional positions as bank examiner trainees are available in Pasadena, Los Angeles and Mission Viejo, California.

We offer competitive starting salary, comprehensive benefits package and broad opportunities for professional growth.

To be eligible under this special hiring authority, applicants must:

- Possess a Bachelor's degree with a minimum of 24 semester hours of Business or Business-related courses, including a minimum of six semester hours in Accounting courses.
- Have graduated with a minimum cumulative grade point average of 3.50 on a 4.0 scale (or equivalent) for their undergraduate degree or have graduated in the upper 10% of their class or major university subdivision.

For additional information, call (415) 546-0160.

Equal Opportunity Employer
U.S. Citizenship Required

Note: FDIC recruiters will be on campus on February 20, 1990.

Mergers? Not for us!

Mega-mergers among accounting firms may be good news for some. But at Kenneth Leventhal & Company, mergers are not for us.

We are a national firm of accountants and consultants with a clear vision of the future. Concentrating in real estate and related financial services, we are dedicated to innovation in our practice.

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Friday, January 26, 1990



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Love of learning.
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Need for variety.**

These are the qualities we look for in our people. If these are the qualities you would use to describe yourself, we would like to meet you during our next campus visit.

Interview Date: February 9

Degrees In:

- *Engineering (EECE, EMEC, ECHE)*
- *Computer Science*
- *Mathematical Sciences*
- *Business (BUSE, BEMT, BECO, BACC, BMAC)*