

Spring Careers



PROJECT JOB CLUB

A Job Search Program for UCSB Seniors

How are you going to find your first professional job after school? Don't let the bad economic news get you down. We are launching **Project Job Club** as a special support program for UCSB seniors.

To find out how **Project Job Club** works, come to:

PROJECT JOB CLUB KICK-OFF WORKSHOP

Saturday, April 11, 1:00 pm - 4:00 pm

Old Gym

We'll show you high pay off strategies for getting the job you want by working together in small support groups of 6 people. Your own Job Club will meet on a weekly basis to brainstorm ideas, support your job search efforts, and keep you on track. If getting a job after graduation is a high priority, the **Project Job Club** is for you!

**Call 893-4414 To Sign Up
TODAY!**

A Supplement to the Daily Nexus

April 7, 1992

All About Campus Interviews

How to Obtain Campus Interviews

WHAT ARE CAMPUS INTERVIEWS?

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

WHO IS ELIGIBLE?

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

HOW TO OBTAIN INTERVIEWS —

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

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

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

IF YOU DON'T GET AN INTERVIEW —

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

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

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

THE TIMING OF THE BIDDING/SIGN-UP PROCESS

Each week, a new sign-up cycle begins for the interviews. The pattern looks like this:

	Monday	Tuesday	Wednesday	Thursday	Friday
2 weeks prior	--File Bids until 4:30 p.m.--			--Bid Winners make appts.-- until 4:30 p.m.	
1 week prior	-----Open sign-ups continue until the schedules fill.----- Résumés are required to make appts.				
Interview	-----Week of the interviews-----				

SPRING QUARTER 1992

Week of	File Bids	Confirm Appts.	Open Sign-ups
Apr. 13	Mar. 30-31	Apr. 2-3	Apr. 7
Apr. 20	Apr. 6-7	Apr. 9-10	Apr. 14
Apr. 27	Apr. 13-14	Apr. 16-17	Apr. 21
May 4	Apr. 20-21	Apr. 23-24	Apr. 28
May 11	Apr. 27-28	Apr. 30-May 1	May 5
May 18	May 4-5	May 7-8	May 12

Engineering/Science Majors

COMPANY NAME	MAJORS	DATE
WEEK #1		
Amdahl Corporation	CmpSc,EE	4/16
Mare Island Naval Shipyard	EE,ME,NucE	4/16
*Measurex Corporation	CmpSc	4/15
Naval Air Warfare Center	EE,ME	4/15
Optical Coating Lab, Inc.	ChemE,EE,Matri,ME,Phys	4/17
Tekelec	CmpSc,EE	4/13
*U.S. Air Force	All engr & sci	4/14
Unocal 76	ChemE	4/16
WEEK #2		
Alton Geoscience	ChemE,Geol,ME	4/24
Bendix Oceanics, Inc.	EE,ME	4/22
CA Air Resource Board	Chem,ChemE,CmpSc,EE, Geog,Geol,ME,Math,Phys,	4/21,22
Genisa Pharmaceuticals	Chem	4/20
OGDEN Env. & Energy	ChemE,CmpSc,Geog,ME	4/22
Syntex, Inc.	BioSc,Chem,Math,Stats	4/24

WEEK #3
No companies have schedule at this time.

WEEK #4		
Integrated Devices Tech, Inc.	ChemE,CmpSc,EE	5/6
McDonnell Douglas Space	CmpSc,EE,ME,Phys	5/8
*U.S. Navy Engineering	All engr,Math,Phys	5/8

WEEK #5		
Dollar Rent-a-Car	BiPsy	5/11

WEEK #6
No companies have scheduled at this time.

NOTE:

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

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

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

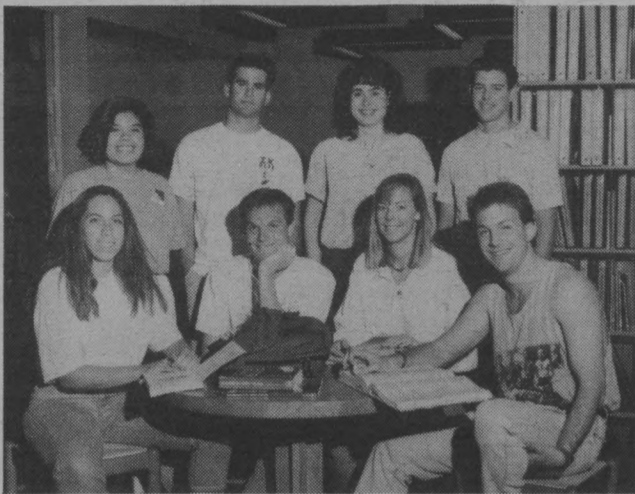
Economics Majors

COMPANY NAME	MAJORS	DATE
WEEK #1		
Coopers & Lybrand	All majors**	4/17
Franklin Resources, Inc.	All majors	4/13
Household Credit Services, Inc.	All econ	4/14
Lincoln Financial & Insurance	All econ	4/17
O'Rourke & Clark Acctg. Corp.	Acctg	4/16
Public Interest Research Group	All Majors	4/17
*U.S. Air Force	All majors	4/14
Wells Fargo Bank	Acctg	4/15
WEEK #2		
Deluxe Check Printers	All majors	4/21
Federal Deposit Insurance Corp.	All majors	4/20
Internal Revenue Service	All majors	4/22
JCPenney Company	All majors	4/24
Lady Footlocker/Kinney Shoes	All majors	4/22
MetLife	All majors	4/21
Pacific Island Club	All majors	4/23,24
State Bd. of Equalization/Auditor	Acctg	4/21,22
State Bd. of Equalization/Tax	All econ	4/23,24
Wallace Computer Services, Inc.	All econ	4/22
Youngs Market Company	All majors	4/23
WEEK #3		
New York Life Insurance	All majors	4/29
U.S. Peace Corps	All majors	4/28,29
WEEK #4		
Enterprise Rent-a-car/Bay	All majors	5/7
Enterprise Rent-a-car/So. CA	All econ	5/6
Heublein, Inc.	All econ	5/5
State Farm Insurance Companies	All majors	5/8
MetLife Resources	All majors	5/5,6
WEEK #5		
Dollar Rent-a-Car	BusEc	5/11
Farmers Insurance Group	All majors	5/15
WEEK #6		
Canon Astro Office Products	All majors	5/18

Liberal Arts Majors

COMPANY NAME	MAJORS	DATE
WEEK #1		
Coopers & Lybrand	All majors**	4/17
Franklin Resources, Inc.	All majors	4/13
Household Credit Services, Inc.	Comm	4/14
Public Interest Research Group	All majors	4/17
*U.S. Air Force	All majors	4/14
WEEK #2		
*AFL-CIO	All lib arts	4/21
CA Air Resources Board	EnvSt,Geog	4/21,22
Deluxe Check Printers	All majors	4/21
Federal Deposit Insurance Corp.	All majors	4/20
Internal Revenue Service	All majors	4/22
JCPenney Company	All majors	4/24
Lady Footlocker/Kinney Shoes	All majors	4/22
MetLife	All majors	4/21
OGDEN Env. & Energy	Anth,EnvSt,Geog	4/22
Pacific Island Club	All majors	4/23,24
Wallace Computer Services, Inc.	Comm,IntSt	4/22
Youngs Market Company	All majors	4/23
WEEK #3		
New York Life Insurance	All majors	4/29
U.S. Peace Corps	All majors	4/28,29
WEEK #4		
Enterprise Rent-a-car/Bay	All majors	5/7
Enterprise Rent-a-car/So. CA	All lib arts	5/6
Heublein, Inc.	All lib arts	5/5
State Farm Insurance Companies	All majors	5/8
MetLife Resources	All majors	5/5,6
WEEK #5		
Dollar Rent-a-Car	Comm,Psy,Soc	5/11
Farmers Insurance Group	All majors	5/15
WEEK #6		
Canon Astro Office Products	All majors	5/18

Project Job Club Seniors Will Team Up to Find Jobs



Before...

Counseling and Career Services will soon inaugurate a new approach to helping UCSB Seniors find jobs. Project Job Club will debut in Rob Gym on Saturday, April 11th at 1:00 P.M. "We're hoping for a turnout of around 300 Seniors," said Dr. Dennis Nord, C&CS Associate Director. The Project will involve small teams of students who will pool their resources and mutual desires to put their UC diplomas to work.

"We believe it will take extraordinary efforts to secure employment in this current market," said Nord. Fewer employers visited our campus this year. With companies announcing layoffs and early retirement programs, only a select minority of graduating students will get good jobs that match their aspirations. "We're launching Project Job Club as a special support program for UCSB seniors. We want to see our students getting the good jobs. Opportunities exist even though they will be more elusive to find."

Dr. Nord and Doctoral Intern Laura Bettor have been out in Isla Vista and on Campus asking student groups, "How many of you are seniors graduating this spring? How many of you have jobs? How many of you have been accepted for grad school? How many of you have tickets for traveling? How many don't fit into the above categories?" By a huge margin, the majority are in the none of the above category. Most have barely started on the job getting process. Some have a resume and a few leads.

"Most have grossly underestimated how much work it takes or

how much time is involved in finding a career position even in normal times," noted Bettor, "and this year it is more challenging than usual."

Spring quarter is the time for students to actively begin their job search so they are not stranded when graduation comes. Most June graduates leave the community soon after graduation and are unlikely to take advantage of any programs and resources that are available at Counseling and Career Services.

Project Job Club will assist students in learning about high pay-off strategies for getting a job. Job clubs of six seniors will share their career seeking burden, motivating and holding each other accountable for job-getting tasks. The clubs will begin meeting on a weekly basis the week after the Kick-off Workshop. They will continue throughout Spring Quarter as support through the difficulty of completing course work and pursuing job leads. Counseling and Career Services advisors and peers will serve as resource contacts to help club members find the career media and advising they'll need.

"Teamwork is the foundation of the whole project," Nord said. "Our basketball teams both made it to post season play this year. I think they know how helpful it can be to team up with fellow students to meet a challenge."

The Project Job Club Kick-off workshop is on April 11th at 1:00 P.M. in the Old Gym.



After!

With Michael Brandman Associates (MBA), you're going to use every bit of knowledge you've learned, because at MBA you are going to jump right into significant projects from the day you start with us.

MBA is an environmental consulting firm with offices located in Santa Ana, San Diego, Los Angeles and Sacramento providing services in environmental compliance, natural resources management, solid and hazardous waste management, and urban planning. Our uniquely creative approach combines a deep respect for our natural resources, and introduces innovative, responsible ways to utilize them.

We are seeking candidates with a BA/BS, MA/MS or PhD in environmental studies, biological science, geography, geology, or related field.

For more information regarding specific career opportunities see our flyers at Counseling and Career Services and the Environmental Studies and Biological Sciences departments.



CAMPUS INTERVIEWS
APRIL 21 AND 22

*Choice not chance? A higher than expected 4 of 10 job holders report they had a definite plan when they started their current jobs. 20% reported that the job they are on came from chance opportunities while 10% said they took the only job available.**

*Think you're stressed now? Well the future is none too bright. About half the working folks respond that they experience job stress. About 20% reported the stress affected their physical health, 25% felt the job stress had interfered with their non-job relationships.**



POSITIONS AVAILABLE FOR BUSINESS ECONOMICS MAJORS ACCOUNTING EMPHASIS

CANDIDATES FOR
ENTRY LEVEL AUDIT
POSITIONS, WITH SAN FRANCISCO
AND LOS ANGELES BASED
CPA FIRM SPECIALIZING
IN PROVIDING AUDITING
AND FINANCIAL
CONSULTING SERVICES
TO FINANCIAL
INSTITUTIONS
NATIONWIDE,
MAY REGISTER FOR
CAMPUS INTERVIEW
WITH O'ROURKE & CLARK
CERTIFIED PUBLIC
ACCOUNTANTS, ON
APRIL 16, 1992
OR CONTACT
EUGENE O'ROURKE AT
415-468-7470

ATTENTION SENIORS

We need Sales Representatives
Sign up for on-campus interviews
now for May 18

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

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

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

Canon

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

EQUAL OPPORTUNITY EMPLOYER M/F/V/H



Workshops

RESUME WRITING

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

Thur., April 9	10-11:00 am
Wed., April 15	2-3:00 pm
Thur., April 16	2-3:00 pm
Thur., April 23	2-3:00 pm
Tue., April 28	2-3:00 pm
Wed., May 6	2-3:00 pm
Wed., May 13	3-4:00 pm
Thur., May 21	10-11:00 am
Wed., May 27	2-3:00 pm
Wed., June 3	2-3:00 pm

INTERVIEW SKILLS

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

Wed., April 8	2-3:00 pm
Thur., April 9	2-3:00 pm
Thur., April 16	10-11:00 am
Mon., April 27	3-4:00 pm
Wed., April 29	2-3:00 pm
Tue., May 5	2-3:00 pm
Thur., May 7	2-3:00 pm
Wed., May 13	2-3:00 pm
Thur., May 14	10-11:00 am
Tue., May 19	2-3:00 pm
Thur., May 21	2-3:00 pm

INTERNSHIP WORKSHOPS

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

Thur., April 9	4-5:00 pm
Mon., April 13	4-5:00 pm
Tue., April 14	9:30-10:30 am
Mon., April 20	4-5:00 pm
Tue., April 21	9:30-10:30 am
Thur., April 23	4-5:00 pm
Mon., April 27	4-5:00 pm
Wed., April 29	4-5:00 pm
Thur., April 30	4-5:00 pm
Mon., May 4	4-5:00 pm
Tue., May 5	9:30-10:30 am
Mon., May 11	4-5:00 pm
Wed., May 13	4-5:00 pm
Thur., May 14	4-5:00 pm

Students are encouraged to apply at least a quarter in advance of when they wish to begin their first internship. 1992 APPLIED LEARNING INTERNSHIP APPLICATION DEADLINES:
SUMMER: May 18, 1992
FALL: September 21, 1992

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.

Tue., April 14	2-3:00 pm
Wed., April 22	3-4:00 pm
Thur., May 7	10-11:00 am
Tue., May 12	2-3:00 pm
Thur., May 28	10-11:00 am

IDENTIFYING YOUR CAREER OBJECTIVE

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

Thur., April 23	10-11:00 am
Wed., April 29	3-4:00 pm

SENIOR SEMINAR

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

Sat., May 16 9AM-1PM

Counseling & Career Services 1109

WHAT SHOULD I BE WHEN I GROW UP?

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

Tue., April 21	2-3:00 pm
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ENVIRONMENTAL CAREER FAIR

More than twenty-five different environmental organizations will be represented at the fair. Information on career options ranging from planning, education, resource management to environmental sciences will be available.

Tue., April 21 11-3:00 pm

UCEN Pavilion

For more information contact Diana Francis Environmental Studies Dept., 893-3185.

STUDENTS WITH DISABILITIES

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

APPLYING TO GRADUATE SCHOOL

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

Mon., April 13	3-4:00 pm
Mon., May 4	3-4:00 pm
Mon., June 1	3-4:00 pm

CAREERS IN SOCIAL WORK PART II

A panel of Professional Social Workers will describe their job responsibilities, career paths, educational training, and philosophy regarding the profession. An opportunity to hear first hand about

the variety of Social Work opportunities within different organizations and industries.

Wed., May 20	5:30-7:30 pm
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HOW TO DEVELOP A SUMMER INTERNSHIP IN YOUR HOMETOWN:

Learn specific short cuts for identifying & researching employers in your career or industrial field for the San Francisco or Los Angeles areas. Geared to non-technical majors completing their sophomore or junior year.

Los Angeles:

Wed., April 8 4-5:00 pm

San Francisco:

Wed., April 15 4-5:00 pm

STRATEGIES FOR OBTAINING

SUMMER EMPLOYMENT:

Geared to freshmen & sophomores, this workshop will suggest sources for identifying summer job employers and specific job search strategies for standing out in the application process.

Thur., May 7	4-5:00 pm
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FALL QUARTER INTERNSHIPS IN WASHINGTON D.C.:

Learn more about the UCSB Washington Center (Former Capitol Hill Program). Learn how to apply, program costs & available internship options. All majors. Application deadline is May 11!

Tue., April 14 4-5:00 pm

Counseling & Career Services, Room 1109

Wed., April 15 5-6:00 pm

UCEN, Room 2

INTERNATIONAL WORK ABROAD PROGRAMS:

Learn specific information on services and programs offered in over six different European countries from the western regional representative from the Council for International Educational Exchange (CIEE). Open to June graduates considering taking a summer to a year off.

Thur., April 16 12-1:00 pm

For students interested in learning about specific summer and year-round internship programs.

Wed., May 6 4-5:30 pm

OVERSEAS TRAVEL/BUDGET TIPS:

Great workshop for someone who has never yet traveled outside the country. Practical nuts and bolts suggestions for making the most of your travel plans.

Thur., April 16	4-5:30 pm
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SPECIAL EVENT

BUSINESS CAREERS CONFERENCE

A great chance to learn from business professionals from a wide range of career areas. Learn the types of careers that exist and how to pursue them.

Sat., April 25 9:30AM to 3:15PM

Buchanan Hall, Room 1910

Tickets will be available the week prior to the event in front of the UCEN or at the door.

Sponsored by the Student Alumni Association.

A Job Hunter's Best Kept Secret: Small Growth Firms

The media has done a great job of broadcasting recessionary gloom and doom, citing many major layoffs of the General Dynamics, General Motors, IBM type companies. What they haven't been telling us is that, while Fortune 500 firms are shrinking, many small to medium are growing and expanding. Consider American Megatrends, a manufacturer of printed circuits known as motherboards, whose sales have skyrocketed from less than \$200,000 in 1986 sales to nearly \$45 million in sales last year. Environmental Remediation, the largest U.S. supplier of bacteria used in wastewater treatment plants, made 40 percent of its \$12.8 million last year through the growing and selling of bugs. Outside the growth of computer and environmental services, other hot markets for small growth firms include: health care, personnel management, and a host of other business services ranging from public-relations agencies and printers, consultants and cleaning services, day-care centers and direct-mail firms, travel agencies, and time-

management specialists. The success stories are both dramatic and extensive.

This media-neglected growth is good news for job hunters. According to Inc. magazine's editor-in-chief, "What we've been able to determine is that about half of all new jobs are created by start-ups, and half by more established growth companies. I'm not just talking about the Apples and the Wal-Marts. Such highly visible companies account for only a small fraction of all the new jobs. Most of the companies that are contributing to the growth are smaller private ones you've never heard of before..." This makes sense when you consider that out of the some 360,000 firms in the U.S., 65 percent employ less than 20 employees.

Advantages of working with a smaller firm versus a large one are many. For students who see themselves as goal or results oriented, promotions and financial rewards often come quicker and in bigger doses. When there are fewer people involved, it

doesn't take long to know who's contributing and how much. Employees wear several hats instead of focusing on one specialty area. This can be appealing for the new college graduate who wants to get a generalist overview of all the different functions for a particular industry. The working atmosphere in many cases will also be more informal and personal.

Some people will tell you that it's riskier, at which point, you point out that nothing is for sure — just look at Exxon or GM, etc. It is true that big firms may have the resources to purchase more of the latest technology and offer an in-house, structured training program. However, most presidents or owners will consider investing in your future education and training if you show them how a given conference, seminar, or course will arm you with important knowledge or skills that you can bring back to the firm. Fi-

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University of San Diego

29th Year
Guadalajara Summer Session
June 26 - July 31, 1992

Courses fully accredited by the Western Association of Schools and Colleges (WASC). Spanish language at all levels, Bi-Lingual and Special Education including ESL and Reading Education, Art, Economics, Hispanic Studies, History, Folk Dance, Literature, Guitar, Political Science, Cross-Cultural Studies. Tuition: \$600 for 1-8 undergraduate units, \$640 for 1-8 graduate units. Four credit Mini Sessions: \$400. Room and board in a Mexican Host Home: \$650. Apartment and Hotel accommodations available.

For information: Guadalajara summer Session, University of San Diego, Alcalá Park, San Diego, CA 92110-2492, (619) 260-4598.

LOOKING FOR MANAGEMENT EXPERIENCE?

Francisco Torres is looking for our 1992 Summer Coordinator. Work full-time with the Francisco Torres Management Team as a liaison to our exciting summer conference groups in exchange for a competitive bi-monthly salary, furnished staff suite and meals during food service operation. Duties include On-Duty shifts, staff selection, training & supervision and other duties as they arise. Apply weekdays 8:00-5:00 in the General Office. Applications will be available beginning April 6.



FRANCISCO TORRES

6850 El Colegio Road • Goleta, CA • 93117

Do You Enjoy Working with Children?

Have you ever thought about becoming a teacher?
Did you know that in almost all 50 states there's a shortage of teachers?

Each month the Graduate School of Education provides information meetings to those people interested in attending UCSB's Teacher Education Program. UCSB offers the required course work and classroom experiences to become credentialed as an elementary school teacher (Multiple Subject Teaching Credential) or as a high school teacher (Single Subject Teaching Credential). They also hold information meetings for those interested in receiving the Multiple Subject Teaching Credential with a Bilingual Crosscultural Emphasis: Spanish.

These meetings provide specific information regarding prerequisites for admission, requirements for admission, application procedures, and an overview of UCSB's Teacher Education Program. Attendance is limited to 25 participants, so call 893-2084 to reserve your space, or come by the Teacher Education Program office in the Graduate School of Education (Phelps 1180). You may also come into Counseling and Career Services to discuss this career option with a Career Advisor by coming to the Pink Cen or

calling 893-4411.

SINGLE SUBJECT TEACHING CREDENTIAL
INFORMATION MEETINGS
Monday, April 6, 10:00-10:50
Phelps 1172L

Monday, May 18, 10:00-10:50
Phelps 1172L

MULTIPLE SUBJECT TEACHING CREDENTIAL
INFORMATION MEETINGS
Monday, April 20, 10:00-10:50
Phelps 1172L

Monday, May 4, 10:00-10:50
Phelps 1172L

BILINGUAL CERTIFICATION
FOR THE MULTIPLE SUBJECT TEACHING CREDENTIAL
INFORMATION MEETINGS
Monday, April 20, 11:00-11:50
Phelps 1172L

Monday, May 4, 11:00-11:50
Phelps 1172L

Book Reviews

"Guerrilla Tactics in the New Job Market"

Author: Tom Jackson

Publisher: Bantam Books, Second Edition 1991
303 Pages, 12 Chapters, \$11.95

Mr. Jackson has updated and revamped his very successful book into a more accurate resource for the job market of the 90s. The text of this book is easy to read with frequent use of case studies as examples. There is an effective use of diagrams and bullets to help the reader pinpoint the main strategies.

I like this book for many reasons, one of them being that Mr. Jackson spends time addressing the idea of "attitude" and how it affects our individual approach the job search. If we approach looking for work with dread, the process will be tedious, frustrating and filled with hassles. If, on the other hand, you approach the job search with the basic belief in your marketability as an employee and imagine the idea of looking for work with a sense of adventure you will present yourself to potential employers in a positive framework. The author does a very good job of "re-framing" the job search in a positive light.

Aside from the inspirational message throughout this book, there is a great deal of useful practical information that will help even the most novice of job seekers feel a sense of control and personal power in relation to the job market.

International Jobs: Where They Are/How To Get Them

Author: Eric Kocher

Publisher: Addison-Wesley Publishing Company, 1989
429 pages, 11 Chapters, \$12.95

It seems that a number of UCSB students are interested in the international job market. Students have expressed interest in looking for summer jobs, internships and full time professional work upon completion of the degree. If you fall into any of those categories this book is a must for your career reference library.

This book is divided into two sections. The first part is a very practical, nuts and bolts approach to planning your career strategy on an international level, including how to launch a foreign job search while still in the United States. The pros and cons of having a general set of skills or a more specialized skill set. There is good information on resumes, interviewing strategies and correspondence that is valuable for any job search.

Part two focuses of the different job markets available to the international job seeker. The chapters are broken down into Government, United Nation and other Related Agencies, International Business and Banking, Non-profit Organizations, the Communications Industry, Teaching and Law. Each of these chapters provides you with descriptions of organizations, names, addresses and locations abroad.

The extended bibliography of additional resources at the back of the book is helpful to the person wanting more information on a specific country, region or industrial category.

The first sixty-two pages of the book should be read in total, then it is up to the reader to determine which of the following chapters will be most useful for their individual job search. There are many books out on the market today focusing on the international job search, this one should serve as the cornerstone on which to

(Continued on p.7)



AFTER COLLEGE...WHAT?

It could be tough to find an entry level job in your field—in the civilian sector.

But the Army could start giving you experience and responsibility right away. Your college major may fit perfectly with one of our over 240 job skills. Many even pay a cash bonus and the loan repayment program can help pay off your college loans.

You could enter at an advanced rank, be better prepared for promotions, even do graduate work in your field while you serve. Ask your Army Recruiter about this major opportunity.

Santa Barbara (805) 966-6696

ARMY. BE ALL YOU CAN BE.

Play it again? About 65% of the adults in careers said they would get more info about job choices if they were in the process again. Sound like good advice for those of you looking into careers now?*

In your purSUIT for success . . .
only the BEST will do.

\$50 off

All Suits for
UCSB Students
through May 2nd

w.A. King
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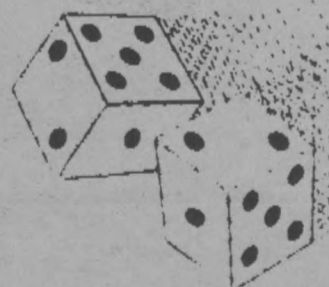
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Time to Start Thinking About Summer Job Plans

Looking for something new, different, exciting, fun to do this summer? Your habitual stik in retail sales, construction, waitressing or bookkeeping for the family business is not giving you the skills, contacts, experience you think you'll need next year when it comes time for campus interviews, graduate school applications, or employment options in general. Well, now's the time to seriously ask yourself what you think you need to do to get this experience, and get busy on the phone finding out what options still exist.

Okay, it may be too late to work with the Department of State or some other government or large corporate internship program. Maybe your dream to work/travel overseas will have to wait until you have a better cash flow situation. However, other options still exist for those who plan now. Get that resume together and let people know you are looking. You may wish to attend one of the How

to Get a Summer Internship workshops offered this quarter at Counseling & Career Services for special tips on what to do and how to apply. If you can't make these times and/or are eager to get started, stop by the Applied Learning Program Office at Counseling & Career Services and talk to one of the drop-in advisors.

To help get you started, check out the internship directories in the Career Resource room and the internship out-of-the-area binders located in the Applied Learning area at Counseling & Career Services. Discover GTE, Amgen, Los Alamos National Laboratory, KGO or KNBC TV, JC Penney summer internship options for business, communication, science or engineering type fields. Not all internships pay. Don't be discouraged, you can still get this experience by volunteering for an internship part-time, while still hanging onto that former paid summer job option. Whatever you decide, don't wait too long! Start now.

Book Reviews...

(Continued from p.5)

build your knowledge base for international employment.

"Majoring In The Rest Of Your Life"

Author: Carol Carter

Publisher: The Noonday Press, 1990

177 pages, 13 chapters, \$7.95

This book does a wonderful job of helping the college graduate make the mental and emotional switch from student to working professional. Most of you will have spent the biggest part of your life (16 years) identifying yourself as a student. Upon graduation that category ceases to describe you. There needs to be some transition tools to help you develop another comfortable identification for yourself as an adult. This book provides a solid foundation in helping you adjust to the transition and also appreciate the process of "becoming."

In its easy to read style, the book gives you simple, common sense approaches to surviving the first couple of years with a certain sense of adventure and humor that leaves you believing that this too shall pass. The author uses as a metaphor the experience of being a freshman again. Anytime we enter a new life arena there are ground rules to learn, social structure to respect and mistakes that will diminish with time. Relax, enjoy the process and believe that you will emerge after your "freshman" year with the needed confidence to proceed.

This is an excellent gift book for the graduates on your list.

"The Ultimate Interview"

Author: John Caple, PhD

Publisher: Doubleday, 1991

167 pages, 25 chapters, \$10.95

This book covers the preparation and actual interview strategies that the job seeker will need to master in order to interview with confidence. It's true that interviews are subjective in nature. If all hiring were done on the basis of qualifications alone, then jobs would be filled with just the use of applications and resume. The fact remains that we are tribal by nature and employers need to take a look at prospective employees to determine whether the "fit" is good.

With this in mind, Dr. Caple approaches the subject of interviewing with a great deal of emphasis on the psychological aspects of preparing for a good interview. The focus of this book is not on

the questions the employer might ask, but rather, on the information the job candidate believes is important to share with the employer in order to secure the job offer and the position.

Preparation and strategy seems to be the two main themes of this book. He emphasizes that interviewing is not a spontaneous event, but should appear so to the interviewer. The only way that can happen is to prepare in advance an outline of the major themes in your academic and work history that will attract the attention of the employer. The book does an excellent job of describing how the job seeker should research the company, department and position prior to interview and tailor their responses to questions in a way that convinces the employer of their compatibility.

The book is aggressive in its approach and offers the reader good information on the challenges inherent in the interview process.

"The Complete Job Search Handbook"

Author: Howard Figler

Publisher: Henry Holt and Company, 1988 revised and expanded 343 pages, 27 chapters, \$11.95

I reviewed this book at the beginning of the year, but feel so strongly in its value to current graduates that I am going to do it again!

Howard Figler has written what I believe is the dictionary of career planning and job search. It should be used as a reference, using the index and table of contents to direct you to the most appropriate sections. The content is meaty, something you can sink your teeth into. A good book to gauge other career titles with. The style in which it is written is relaxed, giving the reader a great deal of information in an entertaining and non-threatening way.

In spite of the relaxed style of writing, Dr. Figler manages to infuse his writing with a level of professionalism that creates confidence in the information and propels the reader to action. His case studies leave you with the feeling that in his years of experience he has heard just about every excuse for not moving forward in the career planning process, that every reason for procrastination should be acknowledged and explored. Then with that task completed, it's time to move on to the business of career planning.

I recommend this book to every job seeker I know, because it covers the material in a clear, professional manner. This is one book every graduate should request as part of their rites of passage from college student to career professional.

*Depends on your perspective whether you are going to see discrimination in the work place. People of color are much more aware of discrimination than their white counter part. Asian Americans and African Americans perceive discrimination in two and three times greater frequency than their white co-workers. Only 17% of the Anglo workers were aware of workplace biases. When you start thinking discrimination is behind us, it might be time to get another perspective.**

Job Hunt...

(Continued from p.4)

nally, these firms may need someone in sales or their basic operations initially which may not seem appealing at first. However, if this is an industry you are enthusiastic about and the people sound sincere considering future promotions for you, it may be an ideal stepping stone for your career. Bottomline — research the firm carefully before you jump in.

So, how do you find these companies? Consider subscribing to Inc. magazine by calling its toll-free number 1-800-234-0999. For only \$19 this monthly magazine showcases leading firms and their success stories. Every year, it publishes a top 500 list of the fastest-growing private companies. To obtain last year's list, call (617) 248-8000. It's only \$3. You may wish to consult the Over-the-Counter 1000 Yellow Book on reserve at Counseling & Career Services. This employer directory, indexed geographically and by industry specialization, lists 1,000 firms rated for their potential growth and innovation. Call those companies that interest you for basic information on them.

Research the industry or product or service they offer further through trade journal articles, etc. available through the business reference section at the library. If you're still excited about the organization, you are now ready to make an initial inquiry with the owner or president about possible entry level openings. Remember, small companies do not have personnel departments. Be prepared to sell yourself using some of the research you've done so far. Ask to keep a resume on file with them even if there are no openings at the time you call.

Check back later to see if any new developments have occurred. You will never know unless you ask. Many of these new jobs will never make it to the want ad section of the Sunday paper. Unlike the big firms, new positions open up year round not according to pre-determined recruiting cycles. Contacting smaller firms may be what's missing from your job search repertoire. Who knows, you may discover just the opportunity you've been dreaming of!

*National Career Development Association, "National Survey of Working America, 1990, Selected Findings."

Rules for Being Human

1. You will receive a body. You may like it or hate it, but it will be yours for the entire period this time around.

2. You will learn lessons. You are enrolled in a full-time informal school called life. Each day in this school you will have the opportunity to learn lessons. You may like the lessons or think them irrelevant and stupid.

3. There are no mistakes, only lessons. Growth is a process of trial and error experimentation. The "failed" experiments are as much a part of the process as the experiment that ultimately "works."

4. A lesson is repeated until it is learned. A lesson will be presented to you in various forms until you have learned it. When you have learned it, you can then go to the next lesson.

5. Learning lessons does not end. There is part of life that does not contain its lessons. If you are alive, there are lessons to be learned.

6. "There" is no better than "here." When your "there" has become a "here," you will simply obtain another "there" that will, again, look better than "here."

7. Others are merely mirrors of you. You cannot love or hate something about another person unless it reflects to you something you love or hate about yourself.

8. What you make of life is up to you. You have all the tools and resources you need. What you do with them is up to you. The choice is yours.

9. Your answers lie inside you. The answers to life's questions lie inside you. All you need to do is look, listen, and trust.

— Anonymous

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