

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

Interview Guide and Career Planning Services

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

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

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

The college years are said by some to be comprised of different stages: Freshman said to be in an "exploring" stage may be interested in: Interest Inventories — like the Strong-Campbell, Self Directed Search, and Sigi Plus.

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

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

Sophomores said to be in the "defining" stage may be interested in: Any of the above and —

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

Exploring the job career binders and —

Attending workshops to identify their job objective.

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

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

Any of the above and —

Graduate School Day

Mock Interviews and —

the Applied Learning Program where internships are available, locally, nationally, and internationally.

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

Any of the above and —

On Campus Interviews

"Senior Seminar" workshops and —

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

Graduate Students:

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

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

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

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

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

FALL HAPPENINGS

A Group for Women

Through the Glass Ceiling: a career planning group for women...who want it all.

Women these days are said to "want it all," but often we don't know exactly what "it" is. Come explore what you want out of life, love, work and play. Discuss what it means to have "it all," and what you may have to give up to get it.

When: Tuesdays, 3:30-5:00 October 10 through November 21. Where: Counseling and Career Services. Leaders: Micael Kemp and Sue Harding. There is limited enrollment, so register early at Counseling and Career Services to be sure to get it.

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International Expo

On Friday, October 20th from 10 to 3 p.m. at the UCen Pavilion more than 30 different program representatives will be available to share ideas on how students might combine their summer vacation with study and work opportunities throughout the world. Many students find such programs as **Semester at Sea**, **Boston University's London Internship Programmes**, **Council for International Exchange**, **Amigos de las Americas** exciting alternatives to the more traditional junior year abroad. Students will receive critical program requirements and application information early on, so travel, visa, and financial arrangements can be obtained on time to insure a successful summer adventure abroad. Additional travel tips and inside strategies for working abroad will be presented at a special noon hour career panel in UCen Room 1.

This year's event will offer a new twist that will be of particular interest to graduating seniors. Thanks to UCSB's student organization AIESEC (International Association of Students in Economics and Business Management), several international organizations will be available to share information about entry level opportunities which lead to international careers for both technical and liberal arts areas. Seniors will also have a chance to receive graduate school information about several key international management programs.

Students attending this year's International Expo Information Fair will also gain information about Education Abroad Programs and special resources available through Counseling & Career Services including a special brochure entitled, "So You Want to Go International." The event promises to have something for everyone. Most students find that one of the best ways to learn language and culture is to experience it first hand. Find out how to get this experience through International Expo.

Senior Seminar

A Senior Seminar will be held Saturday, Oct. 21 from 9:00 a.m. to 12:30 p.m. in Counseling and Career Services room 1109. This workshop is designed to cover in one morning the components of job readiness: resume writing; interviewing techniques; and negotiating skills (which include gaining a higher salary, evaluating a benefits package, and negotiating job responsibilities).

The material discussed in this session is the same as the regularly scheduled Resume, Interview and Negotiation Strategies workshops, but is designed for students who don't have time during the week or would prefer to receive additional information all at once. Space is limited so please arrive on time. For further information, contact Counseling and Career Services' Career Resource Room, 961-4414.

Career Placement Manual

By Don Lubach
Career and Internship Representative

Go to any bookstore and you'll find many books about careers — self-help guides, manuals and heavy reference tomes that cover the gamut of career information from career development to appropriate salutations in letters to employers. Counseling and Career Services with the help of Career Research Systems has published a UCSB customized career manual offered to Seniors at no charge. It is my opinion that the **1989-1990 Career Placement Manual** is superior to the majority of costly publications about the job search process.

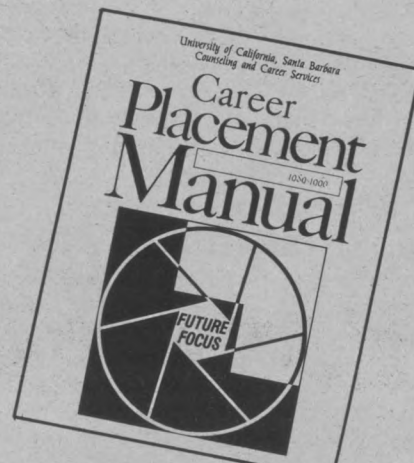
It is tempting to spend money to buy job-search books. Some students surrender hundreds of dollars to companies offering career seminars, resume advice, or career contacts. I've seen UCSB students pay \$130 for a resume service to do what they could have easily done for themselves. My advice — don't buy the books and services without first looking at the Career Placement Manual.

The Manual is customized for the UCSB senior! Advisors and staff members who know the needs of the UCSB student write and refine this guide each year adding timely information about employers and career services. The activities in the guide are organized so that students can start with easy tasks and work towards the more difficult. For example, the timid resume writer may first use the Resume Worksheet on page Nine to organize their part-time jobs and academic preparation. Then they may add powerful verbs and "action words" to turn the unorganized into a strong expression of employability. I have used the resume-writing portion of this guide to assist dozens of students in the creation of their first resume. Nothing I've seen in print works as easily.

Another feature I admire about the Manual is the telephone scripts it provides: "Hello, Mr. Friedman, my name is

Grad and Professional School Information Day

Graduate and Professional School Information Day Tuesday, November 7, 1989. UCen Pavilion 11:00 A.M. — 2:00 P.M. Met w/representatives from graduate programs all over the nation. Also: individual workshops will be offered from 10:00 — 11:00 a.m. on the following topic: Graduate Studies, UCen Room 1. Minority students are especially encouraged to attend. All students are welcome. Sponsored by Counseling & Career Services, Graduate Division and EOP.



I have a background in ad sales. I was talking to Mr. Donaldson at the steel mill and he suggested that you would be a good person to talk to about a possible opening." There are scripts like this one sprinkled throughout the guide. They are usable tools to make the telephone call more powerful. Job Seekers need merely to adjust the information to match their situation and then they can dial with confidence.

The Career Placement Manual helps students to discover their own talents and provides them with some time-tested formulas for presenting themselves to potential employers of all types. Many employment books are biased toward large companies. The Manual provides tips to uncover the "hidden job market" of entry-level positions beyond the peak of the Fortune 500 and into the larger picture of opportunity. There is an unstated message throughout the manual's pages that says, "don't perceive Big Business as your only choice! Use your skills to discover a full range of career options!"

Seniors who read the Career Placement Manual may get the message that they can realistically get the skills and information they need to make an important transition into the world of work. This realization might also be made after a reading of an expensive stack of career publications. Or it could come cheaper — right here on campus over at Counseling and Career Services.



WANT A FUN JOB ON A TROPICAL ISLAND?

Can you play volleyball? Tennis? Windsurf? Dance? Sing? Play guitar or other musical instrument? Not afraid to work hard? Are you interested in an opportunity to learn Japanese? Or are you just a great personality who can entertain others into having the time of their lives? If you can do one or more of these activities, we might have the job for you?

PACIFIC ISLANDS CLUB...

Has beach resorts in Guam and Saipan that cater to guests who want to be entertained and play water sports and tennis. We have openings for...

RECREATION COORDINATORS & ENTERTAINERS

Persons to organize and instruct water and beach sports, direct games, arts & crafts, and to perform in matinees, dinner shows and pool-side skits. Applications should be high energy, extroverted outdoor types with recreation, sports or theatrical experience. Japanese language not essential but preferred. Willingness to work hard and learn Japanese is necessary. We provide housing, meals and other fringe benefits including round-trip airfares.

We will be on campus November 2 & 3 conducting information sessions and interviews. Contact the Career Services Center for more information.

Pacific Islands Club is an Equal Opportunity Employer and all U.S. laws apply. Proof of eligibility to work in the U.S. is required.

INFORMATION SHARING

October 10, 1989
12:00 NOON-2:00 P.M.
University Center
Room 3

ON-CAMPUS INTERVIEWS

November 2, 1989
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

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

Dear Seniors:

Did You Know . . .

Seniors! Did you know it's only 220 days to graduation! If you find this thought frightening, read on...

You may want to consider senior major meetings. What, you ask, is a senior major meeting?

Every October we offer meetings for seniors to help them get ready for life after college.

We want you to know your options regarding deadlines, exams, applications for graduate school, internship experience, and jobs/career choices.

These meetings will give seniors a chance to prepare for the transition from undergrad to career employee, grad student, or intern.

Academic department representatives and Counseling and Career Services staff will present specific information for your major.

Why does it happen in October? Many deadlines are in the Fall. As seniors you'll need information to make the best decisions and to take advantage of the best opportunities.

How do you find out about the meeting that fits you? There are meeting times for 21 departments listed here: note the time, date, and location and **show up**.

Or for more information call us at Counseling and Career Services, 961-4414.

P.S. Juniors are welcome too.

Anthropology	Wed., Oct. 11	1 pm	2052 North Hall
Art History	Thu., Oct. 12	3 pm	1109 Couns. & Career
Art Studio	Mon., Oct. 9	12 noon	1316 Arts
Biological Sciences	Wed., Oct. 11	3 pm	1109 Couns. & Career
Business Economics	Wed., Oct. 11	1 pm	1109 Couns. & Career
Communications	Thu., Oct. 12	1 pm	1109 Couns. & Career
Engineering & CS	Tue., Oct. 10	4 pm	Engr. II Conf. Room
English	Tue., Oct. 10	3:30 pm	2623 South Hall
Environmental Studies	Wed., Oct. 11	4 pm	1109 Couns. & Career
Geography	Thu., Oct. 12	1 pm	5710 Ellison
German	Tue., Oct. 10	1 pm	6309-A Phelps
History	Thu., Oct. 12	3 pm	4824 Ellison
Law & Society	Wed., Oct. 11	4 pm	3824 Ellison
Liberal Arts	Mon., Oct. 9	4 pm	1109 Couns. & Career
Mathematics	Thu., Oct. 12	3 pm	1437 Phelps
Oriental Languages	Mon., Oct. 9	3 pm	6309-A Phelps
Philosophy	Fri., Oct. 13	2 pm	5635 South Hall
Physics	Tue., Oct. 10	2 pm	3033 Broida
Political Science	Wed., Oct. 11	4 pm	3824 Ellison
Psychology	Wed., Oct. 11	2 pm	1523 Psych
Sociology	Tue., Oct. 10	2 pm	1109 Couns. & Career
Spanish & Portuguese	Mon., Oct. 9	2 pm	4312 Phelps

ATTENTION SENIORS!

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

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

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

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

Hood
and
Strong

certified public
accountants

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

We will be visiting the UCSB campus on Monday, October 23, 1989, to interview for staff accountant positions in both our offices. If you desire a well rounded and challenging public accounting experience, we hope you consider a career with us.

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

San Francisco • Palo Alto

AUDITORS
WANTEDDCAA CONTRACT AUDITORS
\$22743 - \$37510 PER ANNUM

The Defense Contract Audit Agency seeks energetic, quality-oriented individuals with recent accounting education and exemplary academic records or related experience and successful track records. Applicants must have BS in accounting or equivalent degree including or supplemented by at least 24 semester hours of accounting. U.S. citizenship required. Successful applicants will conduct incurred cost, operational, and proposal audits of the nation's largest aerospace and defense corporations. Our work is both technically challenging and CPA qualifying.

Positions are located in the San Jose/Sunnyvale/Mountain View area and Union City in Northern California; Santa Barbara, Oxnard and the San Fernando Valley area of Southern California.

Special salary rates exist for certain entry level positions: auditors with GPA 2.9 or higher in the San Francisco Bay Area and Los Angeles start at \$22,743 (GS-7); with Masters degree in accounting or a related field, \$26,231 (GS-9). Experienced candidates may qualify for entry at GS-11, \$28,852 - \$37,510 per annum.

We offer excellent benefits, a liberal vacation policy, flexible hours, and outstanding training, including reimbursement for CPA coaching. Selectees may be eligible for payment of travel/trans. expenses.

COME AND SPEAK WITH OUR RECRUITER
ON OCTOBER 16, 1989!

Or call collect 415-556-1803, or write to Defense Contract Audit Agency, ATTN. MS. PIER C. DU PEE, 450 Golden Gate Avenue, Box 36116, San Francisco, CA 94102-3563 for additional information. Apply early, as positions are available now!

DCAA is an equal opportunity employer.

What About Your Future?
Here's One Great Possibility...
SCHLUMBERGER.

You're invited to a
Schlumberger Open House

Thursday, November 9, 5-6:30 p.m.
Room 1, University Center

Refreshments will be served.

Schlumberger is a company where individuality stands out and where independent thinking is highly valued. We're looking for talented people with degrees in Electrical Engineering and Mechanical Engineering who share this philosophy.

Please drop by and talk to our people about opportunities available in field engineering with Schlumberger Technologies. You'll learn why we work so well together and get a better understanding of

how Schlumberger can help you develop your career.

We can't predict the future, but we do know this: Schlumberger is dedicated to do the best. And in that pursuit, we'd like you to join us.

Or interview with us
Friday
November 10
in the Counseling and
Career Services Center.

Schlumberger

An equal opportunity employer.



Kellogg & Andelson Accountancy Corporation

will be conducting
on-campus interviews
October 23, 1989
for entry level positions
in the audit
and tax departments.

Sign up in the
career center today!

**All Workshops
meet in room 1109
and are
approximately
50 minutes long**

RESUME WRITING

Your resume is usually the first contact you'll have with an employer. In this workshop you will learn how to write a resume that will help you make that crucial first impression. Also, learn how to write an effective cover letter.

Wed., Oct. 4.....	1 pm
Tue., Oct. 10.....	1-2:00 pm
Wed., Oct. 11.....	2-3:00 pm
Thur., Oct. 12.....	10-11:00 am
Mon., Oct. 16.....	2-3:00 pm
Wed., Oct. 18.....	2-3:00 pm
Tue., Oct. 24.....	4-5:00 pm
Wed., Oct. 25.....	1-2:00 pm
Tue., Oct. 31.....	1-2:00 pm
Wed., Nov. 1.....	3-4:00 pm
Mon., Nov. 6.....	11 am-12 pm
Tue., Nov. 7.....	1-2:00 pm
Tue., Nov. 14.....	4-5:00 pm
Wed., Nov. 15.....	1-2:00 pm
Tue., Nov. 28.....	1-2:00 pm
Wed., Nov. 29.....	3-4:00 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., Oct. 4.....	2-3:00 pm
Mon., Oct. 9.....	2-3:00 pm
Wed., Oct. 11.....	3-4:00 pm
Tue., Oct. 17.....	4-5:00 pm
Wed., Oct. 18.....	3-4:00 pm
Tue., Oct. 24.....	1-2:00 pm
Wed., Oct. 25.....	2-3:00 pm
Thur., Oct. 26.....	10-11:00 am
Mon., Oct. 30.....	11 am-12 pm
Wed., Nov. 1.....	1-2:00 pm
Tue., Nov. 7.....	4-5:00 pm
Wed., Nov. 8.....	3-4:00 pm
Mon., Nov. 13.....	2-3:00 pm
Thur., Nov. 16.....	10-11:00 am
Wed., Nov. 29.....	2-3:00 pm
Thur., Nov. 30.....	10-11:00 am

INTERNSHIP WORKSHOP

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

Thur., Oct. 5.....	4-5:00 pm
Tue., Oct. 10.....	11 am-12 pm
Fri., Oct. 13.....	10-11:00 am

CAREER WORKSHOPS

Mon., Oct. 16.....	4-5:00 pm
Thur., Oct. 19.....	3-4:00 pm
Tue., Oct. 24.....	11 am-12 pm
Wed., Oct. 25.....	4-5:00 pm
Fri., Oct. 27.....	10-11:00 am
Mon., Oct. 30.....	4-5:00 pm
Tue., Oct. 31.....	11 am-12 pm
Tue., Nov. 7.....	11 am-12 pm
Wed., Nov. 8.....	4-5:00 pm
Thur., Nov. 9.....	4-5:00 pm

*NOTE: Up to 350 applicants will be accepted on a first come first served basis. Placement interviews for winter quarter begin November 21. WINTER APPLICATION DEADLINE IS NOVEMBER 17.

SELECTING AND NEGOTIATING YOUR INTERNSHIP

Only for students who have completed an Applied Learning Internship Application for Winter 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., Nov. 20.....	4-5:30 pm
Tue., Nov. 21.....	10:30 am-12 noon
Wed., Nov. 22.....	3:30-5 pm
Mon., Nov. 27.....	4-5:30 pm
Tue., Nov. 28.....	5-6:30 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.

Mon., Oct. 9.....	11 am-12 pm
Mon., Nov. 6.....	2-3:00 pm
Thur., Nov. 9.....	10-11:00 am
Wed., Nov. 15.....	2-3:00 pm

CREATIVE JOB SEARCH STRATEGIES (Alternatives to Campus Interviews)

Since on-campus interviews are only one of many ways in which graduating students find professional employment, expand your repertoire of job search strategies by attending this workshop. Special emphasis is given to "finding the hidden job market" and the role of "contacts" as a source of employment leads.

Thur., Oct. 19.....	10-11:00 am
Mon., Oct. 23.....	2-3:00 pm
Tue., Oct. 31.....	4-5:00 pm
Wed., Nov. 8.....	2-3:00 pm
Tue., Nov. 14.....	1-2:00 pm
Tue., Nov. 21.....	4-5:00 pm

SALES AND 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 planning. 3 year financial subsidy to launch your career. Complete benefits. College degree or equivalent experience. Complete training program. We are interviewing for our Santa Maria and Ventura offices.

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

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

Equal Opportunity Employer

HEWLETT-PACKARD

"STUDENT NIGHT"

Our on-campus representatives will be visiting soon to hold student orientations and interviews.

MEET THE RECRUITERS

Tuesday, October 24th

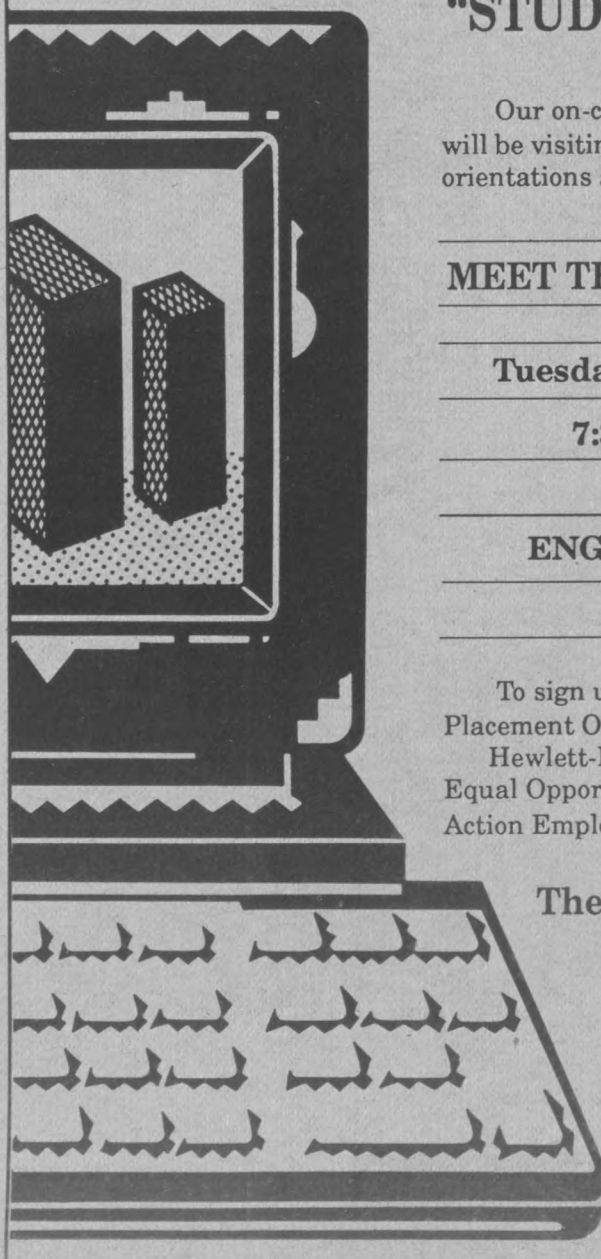
7:30 - 9:30pm

ENGINEERING II

Pavilion

To sign up, please contact the Placement Office.
Hewlett-Packard Company is an Equal Opportunity/Affirmative Action Employer.

There is a better way.



Fall Quarter, 1989

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., Oct. 21 9 am-12:30 pm

GRADUATE SCHOOL APPLICATION PROCESS

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.

Wed., Oct. 18 4-5:00 pm

Thur., Nov. 2 11 am-12 pm

Mon., Nov. 13 11 am-12 pm

Thur., Nov. 30 11 am-12 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., Oct. 16 11 am-12 pm

HOW TO GET A JOB IN COMMUNICATIONS

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

Thur., Oct. 19 4-5:45 pm

BACKPACK TO BRIEFCASE (Career Strategies for Seniors)

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

Mon., Oct. 9 5-7:00 pm

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.

Thur., Oct. 19 11 am-12 pm

COMPUTER RESUME WORKSHOP

This Macintosh workshop is designed for those inter-

ested in producing their resume in Microsoft Word. The first half of the workshop will explain the 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.

Thur., Oct. 26 7-9 pm

INTERNATIONAL EXPO

A study/work/travel abroad information fair. Up to 40 different study, internship and permanent employer representatives will be available to share program information, application requirements and career advice for students interested in study, work or permanent career opportunities abroad.

UCen PAVILION

FRIDAY, October 20, 10 am-3 pm

TRAVEL/INTERNATIONAL WORK ABROAD OPTIONS

For students who cannot participate in an EAP junior year abroad experience. Find out about alternative travel, work, study and internship opportunities abroad from key program representatives. Get a head start on visas and other application deadlines.

Fri., Oct. 20 12-1:00 pm

UCen Room 1

EXPORT/IMPORT CAREER OPTIONS

Representatives from the World Trade Center and Export Management Association will share important insights concerning employment trends and career options for students considering international marketing or finance with U.S. firms.

Fri., Oct. 20 12-1:00 pm

UCen Room 3

RESEARCHING OVERSEAS JOBS

This seminar is designed for serious job seekers who are interested in international careers. The focus of this session will be upon employer research, identifying potential job opportunities, and contacting employers. Information resources in the Career Center and UCSB Library will be highlighted. Please bring a pen and notebook.

Enrollment limit: 35

Wed., Oct. 11 5-7:00 pm

SENIOR MAJOR MEETINGS

Meet with department representatives and career advisors to find out about post graduate options in your major. Come to Counseling & Career Services for the schedule in your major.

Mon., Oct. 9 through Fri., Oct. 13

PDQ PROFESSIONAL RESUME SERVICE

Superior Quality
Reasonable Rates

24 Hr/7 Days
(800)545-0808
FAX (714) 736-1717

**Counseling &
Career Services**
Hours:
Monday - Friday
8:30-11:45 am
& 1-4:30 pm

Canon

SALES CAREERS

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

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

WE OFFER:

- Excellent Training Program
- Salary Plus Commission
- Auto Allowance
- Liberal Company Benefits

If you have a Bachelor of Science degree, proven sales or related experience and the desire to become part of a professional sales team in a fast track environment, please talk with us November 13, 1989.

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

Y OUR FUTURE IS OUR BUSINESS!

The Broadway's Executive Development Program provides specialized training to introduce you to our company, and to prepare you for your first management assignment as an Area Sales Manager.

The Area Sales Manager position provides management experience in a customer driven selling environment. It involves customer service, the direction and development of sales associates, merchandise presentation, and operational responsibilities. As an Area Sales Manager, you will also have the opportunity to implement many of your own ideas as we value the entrepreneurial spirit. It is the first step in what can be a challenging and most rewarding career in retail.

At The Broadway, we are committed to promotion based on achievement and offer a wide range of growth opportunities. Therefore, if you are responsible, assertive, possess effective communication skills, and enjoy a fast paced environment, we want to meet you. Check with your career placement office to arrange an interview or send your resume, with cover letter, to:

The Broadway
Executive Recruitment
3880 North Mission Road
Los Angeles, California 90031

THE BROADWAY

The Broadway Southern California is a Division of Carter, Hawley, Hale.
An equal opportunity employer

A College Degree and no plans?

Become a Lawyer's Assistant

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A representative will be on campus

Thursday, November 9, 1989
9:00 - 11:30 am
Career Services Room 1109

For more information
contact your career center at: (805) 961-4630

UCSB
University of San Diego
Lawyer's Assistant Program
Room 318, Serra Hall
San Diego, CA 92110
(619) 260-4579

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THE BEST, THE BRIGHTEST

McMaster-Carr Supply Company - a rapidly growing and innovative leader in industrial distribution - has unique opportunities for individuals with the potential to match our own.

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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 interview, graduating 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 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...
(Please see GUIDE, p.7A)

Employers Seeking

Liberal Arts Majors

Company Name	Major	Date
Amplicon Financial	All liberal arts	10/17
Broadway	All liberal arts	10/30
Bullocks	All majors	10/19 & 10/20
Canon Astro Office Products	All majors	11/13
Coro Foundation	All majors	11/7
Deluxe Check Printers	All majors	10/20
ERC	EnvStds, Geog	11/14
Equitable Insurance	All majors	11/17
Equitec Financial Group, Inc.	All liberal arts	11/17
Enterprise Company/So. CA	Comm, Hist, Psy, Soc	11/10
Enterprise Company/No. CA	All majors	10/18
Ernst & Young	All majors	10/12
Federal Bureau of Investigation	All majors	10/23 & 10/24
First Interstate Bank	All majors	10/26
Internal Revenue Service	All majors	10/12
JC Penney Company Inc.	All majors	11/17
John Hancock Financial Services	All majors	11/3
K-Mart Corporation	All liberal arts	10/30
Kouzmanoff Financial	All majors	11/1 & 11/2
Macy's California	All liberal arts	10/31
Mervyns	All majors	10/20
Mikasa	All majors	11/21
Moore Business Forms	All liberal arts	11/8
National Security Agency	Germ/Or/SI/Lang. & Lit.	11/6
New York Life	All majors	10/24, 11/8
Northwestern Mutual Life	All majors	10/12
Pacific Island Club	All majors	11/2
Pactel Business Systems	All majors	11/3
Peace Corps	All majors	11/1 & 11/2, 11/8 & 11/9
Pitney Bowes	All majors	11/13
Ricoh Copy-line Corporation	All majors	10/19
20th Century Insurance	All majors	10/18
Target Stores	All majors	11/14
Thrifty Corporation	All majors	10/24
Time Distribution Service	All majors	11/8
Travelers Companies (The)	All liberal arts	10/30
U.S. Air Force	All majors	10/18
U.S. Army	All majors	10/19, 10/30, 11/7, 11/14
U.S. Marine Corps	All majors	11/21
U.S. Navy Officer Program	All majors	11/1
Upjohn	All majors	10/17
Wallace Computer Services, Inc.	All liberal arts	11/15
Wells Fargo Bank	All liberal arts	11/3
Xerox Corporation	All liberal arts	11/9

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.

Employers Seeking

Engineering/Science Majors

Company Name	Major	Date
ARCO Products Company	ME	11/8
Advanced Micro Devices	CS, ChE, ECE, Matrl, Phys	10/18 & 10/19
Amdahl Corporation	CS, ECE	10/24
American National Can Company	ChE, ME	10/20
Andersen Consulting	CS, ChE, ECE, ME, Math	11/13
Applied Signal	ECE	11/16
Chevron Corporation	ChE, ECE, ME	10/19
Computer Technology Systems	CS	11/2
EDS	CS	10/12 & 10/19
ERC	ChE, ME, BioSci, Chem, Geol. Geog	11/14
Factory Mutual Engr. Assoc.	ChE, ME	11/1 & 11/2
Ford Aerospace	CS, ECE	10/30
Grumman Aerospace Corporation	CS, ECE, Math, Phys	11/8
Hewitt Associates	Math, Stats	11/2
Hewlett Packard	CS, ECE, ME	10/25-10/27
Hughes Aircraft Company	ECE	10/13
Icotron	ChE	10/23
Intel Corporation	ECE	11/3
LSI Logic	ChE, ECE, Matrl, Phys	10/19
Lakeside Pharmaceuticals	BioSci, BioPsy, Chem	11/8
Lawrence Livermore Labs	CS, ECE	11/9
Logicon, Inc.	CS, ECE, Math, Phys	10/19
Maxdem, Inc.	Chem	10/30
Mazda Research & Development	ME	11/3
McDonnell Douglass	CS, ChE, ECE, ME, Phys	11/2
McMaster-Carr Supply Company	All science	10/20
Measurex Corporation	CS, ECE	11/17
Microchip Technology	CS, ChE, ECE, Matrl, Chem, Phys	10/20
Mobil Oil	ChE	10/31
NCR Corporation	CS	10/17
National Security Agency	CS, ECE, Math, Stats	11/6
National Semiconductor	CS, ECE	10/27
Naval Civil Engr. Lab	ECE, ME	10/18
Naval Weapons Station	ECE, ME	10/23
Network Equipment Technology	CS, ECE, Math	10/17
Pacific Missile Test Center	ECE, ME	11/6
Peace Corps	All engr. & sci.	11/1 & 11/2, 11/8 & 11/9
Procter & Gamble	ChE	11/2
Schlumberger Technologies	ME	11/10
Shell Oil	ChE	10/31
Teledyne Systems Company	ECE	11/6
U.S. Army	All engr. & sci.	10/18
U.S. Marine Corps	All engr. & sci.	11/1
U.S. Navy Engineering	All engr.	10/10 & 10/11, 11/14 & 11/15
Unisys Corporation	CS, ECE	10/10 & 10/11
Upjohn	All science	11/13
Valid Logic Systems	CS, ECE	11/3
Watkins-Johnson Company	CS, ECE, Phys	10/16 & 10/17

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



Sobul & Company

Certified Public Accountants
A Professional Corporation
12100 Wilshire Blvd. Suite 1150
Los Angeles, California 90025 (213) 826-2060

Students interested in a well-rounded public accounting experience with a growing medium-sized firm are invited to interview with us on campus.

October 23, 1989

Employers Seeking Business Majors

Company Name	Major	Date
Advanced Micro Devices	Accounting	10/19
Amplicon Financial	All business	10/17
Andersen Consulting	All business	11/13
Arthur Andersen	All business	10/11
BDO Seidman	Accounting	10/11
Balboa Funding Group	All business	10/18
Bartlett, Pringle & Wolf	Accounting, BusEcon	11/3
Broadway	All business	10/30
Bullocks	All majors	10/19 & 10/20
Canon Astro Office Products	All majors	11/13
Cohn, Baruck & Handler	Accounting	10/20
Coopers & Lybrand	Accounting	10/9
Coro Foundation	All majors	11/7
Defense Contract Audit Agency	Accounting	10/16
Deloitte & Touche	Accounting	10/10 & 10/16
Deluxe Check Printers	All majors	10/20
EDS	All business	10/9
Enterprise Company/So. CA	Acctg, BusEcon, Econ	11/10
Enterprise Company/No. CA	All majors	10/18
Equitable Insurance	All majors	11/17
Equitec Financial Group, Inc.	Acctg, BusEcon, Econ, EconMath	11/17
Ernst & Young	All majors	10/12
Federal Bureau of Investigation	All majors	10/23 & 10/24
Federal Deposit Insurance	All business	10/23
First Interstate Bank	All majors	10/26
Hewitt Associates	Econ, EconMath	11/2
Hood & Strong	Accounting	10/23 & 10/24
Internal Revenue Service	All majors	10/12
JC Penney Company, Inc.	All majors	11/7
John Hancock Financial Services	All majors	11/3
K-Mart Corporation	All business	10/30
Kellogg & Andelson	All majors	10/23
Kenneth Leventhal	Accounting	10/24 & 10/25
Kouzmanoff Financial	All majors	11/1 & 11/2
Lakeside Pharmaceuticals	All business	11/8
Lincoln Financial & Insurance	All business	11/16
Macy's California	Bus Econ, Econ, EconMath	10/31
McMaster-Carr Supply Company	All business	10/20
Mervyns	All majors	10/20
Mikasa	All majors	11/21
Moore Business Forms	All business	11/8
New York Life	All majors	10/24 & 11/8
Northwestern Mutual Life	All majors	10/12
Pacific Island Club	All majors	11/2
Pactel Business Systems	All majors	11/3
Peace Corps	All majors	11/1 & 11/2, 11/8 & 11/9 11/9 & 11/10
Peat Marwick Main	Accounting	11/13
Pitney Bowes	All majors	10/31 & 11/1
Price Waterhouse	Accounting	10/19 & 11/16
Ricoh Copy-Line Corporation	All majors	11/6
S.R. Clarke, Inc.	All business	10/30
Seiler & Company	Accounting	10/31
Shell Oil	All business	10/23
Sobul & Company	Accounting	10/20
Spicer & Oppenheim	Accounting	10/18
20th Century Insurance	All majors	11/14
Target Stores	All majors	10/24
Thrifty Corporation	All majors	11/8
Time Distribution Service	All majors	10/18
U.S. Air Force	All majors	10/19, 10/30
U.S. Army	All majors	11/7, 11/14 11/21
U.S. Dept. of Labor	Accounting, BusEcon	11/3
U.S. Marine Corps	All majors	11/1
U.S. Navy Officer Programs	All majors	10/17
UARCO, Inc.	All business	11/7
Unocal Corporation/Comptrollers	Accounting	10/27
Upjohn	All majors	11/15
Wallace Computer Services, Inc.	All business	11/3
Wells Fargo Bank	All business	11/9
Xerox Corporation	All majors	11/1

Guide

(Continued from p.6A)

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,

day, 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 lists.

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.

AVOID CAREER PANIC!!



- Planning your career: what to do **now** before graduation
- Writing resumes and cover letters that count
- Playing the interview game: survival and success
- Student Loans: tips on lowering monthly repayment

UCSB GRAD'S MANUAL LOW-STRESS SUCCESS

Send \$10 check or money order to:
Success Enterprises
P.O. Box 3231
Santa Barbara, CA 93130
for more information call
687-2425 after 5 p.m.

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

GETTING HAMMERED BY YOUR ECONOMIC SITUATION?



Check out the part time opportunities at Builders Emporium.

If you're looking for a way to make some extra money during your free time (ha!), become a part of one of California's exciting home and garden retail companies—Builders Emporium in GOLETA.

We realize that you have certain scheduling needs—study time, classes, finals... the bare necessities of modern life. So, we'll work with you on flexible scheduling, allowing you the time you need for your day-to-day (to-night) life.

We have part time opportunities for individuals interested in the following positions:

RETAIL SALESPeOPLE CASHIERS

You don't need to know a lot about tools, home repair or lumber. All you need is a helpful attitude, the willingness to learn and the ability to communicate effectively with customer service in mind.

Interested?

Please stop by and fill out an application at the Service Desk.

BUILDERS EMPORIUM

125 N. Fairview Ave.
Goleta, CA 93117

Equal Opportunity Employer



Take a Look at a Macy's Career



What: Information Session with Macy's Representatives
Where: University Center, Room 1
When: Monday October 30, 4:00 p.m.
Who: Seniors

If you're looking to turn your talents into a highly rewarding career in retailing, then take a look at Macy's.

A Macy's career is diverse and challenging. It requires innovation and decisiveness in order to strengthen the relationships we've established with our customers who demand quality in their purchases. Most importantly, it's your opportunity to become a risk-taker, a strategist and above all, a success in our fast-paced, forward-thinking business environment.

To find out about the Macy's career path, one which often reaches the senior executive level in just three years, we recommend that you attend our information session. Contact your placement center for more information, including upcoming interview dates. Macy's is an equal opportunity employer.

LEAD THE FIELD.



As a nuclear officer, you could lead the field in nuclear propulsion technology. The Navy operates the most advanced nuclear equipment in the world. Including more than half the nuclear reactors in America. The men who maintain and operate these reactors are among the best.

The Navy is accepting applications from qualified sophomores, juniors and seniors for the prestigious nuclear program. This program pays you \$1,500 a month during your junior and senior years. Plus \$2,000 upon graduation.

After graduation, as a Navy officer, you receive a year of graduate-level training unavailable anywhere else at any price. You become a highly trained member of an elite group leading the adventure in today's nuclear Navy. And, after five years, you can be earning as much as \$64,000

To qualify, you must be working toward, or have earned, a bachelor's degree and be a U.S. citizen between 19 and 25 years of age. You must also have completed a minimum of one year each of calculus and calculus-based physics with a "B" average or better.

Call the Navy Management Programs Office for information on how to apply. If you'd like to lead the field, join the best in the nuclear field.

Lt. Steve Shatynski, NAVY ENGINEERING PROGRAMS OFFICER, will be on campus conducting interviews at the Counseling and Career Services Center, October 10 and 11. Sign up at the Center under NAVY ENGINEERING OFFICER PROGRAMS or call 1-800-252-1586.



NAVY OFFICER
You are Tomorrow.
You are the Navy.