Fall 2014
Full-Time MBA Orientation
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ROOM LEGEND

CC - Conference Center (across from Gallagher Hall)
CCBR – Conference Center Ballroom A, B and/or C
Grand Foyer – 1st Floor Lobby, Gallagher Hall
GH – Gallagher Hall
MST – Mondavi Studio Theater, Mondavi Center
## Orientation Schedule - Week 1

### Monday, August 25, 2014 – Business Casual

<table>
<thead>
<tr>
<th>Time</th>
<th>Activity</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>8:30 to 10:00 a.m.</td>
<td>Continental Breakfast</td>
<td>Grand Foyer</td>
</tr>
<tr>
<td>9:00 to 10:00 a.m.</td>
<td>Registration</td>
<td>Grand Foyer</td>
</tr>
<tr>
<td>10:00 a.m. to Noon</td>
<td>Dean’s Welcome</td>
<td>CCBR – C</td>
</tr>
<tr>
<td>Noon to 1:00 p.m.</td>
<td>Lunch</td>
<td>CCBR – A,B</td>
</tr>
<tr>
<td>1:00 to 2:00 p.m.</td>
<td>Career Development Overview</td>
<td>CCBR – C</td>
</tr>
<tr>
<td>2:00 to 5:00 p.m.</td>
<td>Storytelling with Doy Charnsupharindr</td>
<td>CCBR – C</td>
</tr>
</tbody>
</table>

### Tuesday, August 26, 2014 – Business Casual

<table>
<thead>
<tr>
<th>Time</th>
<th>Activity</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>8:00 to 8:30 a.m.</td>
<td>Continental Breakfast</td>
<td>CC - Lobby</td>
</tr>
<tr>
<td>8:30 a.m. to Noon</td>
<td>Interview Logic with Rikin Vasani</td>
<td>CCBR – C</td>
</tr>
<tr>
<td>Noon to 1:00 p.m.</td>
<td>Lunch</td>
<td>CC - Lobby</td>
</tr>
<tr>
<td>1:00 to 4:30 p.m.</td>
<td>Crack the Case with Rikin Vasani</td>
<td>CCBR – C</td>
</tr>
<tr>
<td>5:00 p.m. &gt;&gt;</td>
<td>ASM Event: Pub Crawl</td>
<td></td>
</tr>
</tbody>
</table>

### Wednesday, August 27, 2014 – Business Casual

<table>
<thead>
<tr>
<th>Time</th>
<th>Activity</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>8:00 to 9:00 a.m.</td>
<td>Continental Breakfast</td>
<td>CC – Lobby</td>
</tr>
<tr>
<td>9:00 to 10:30 a.m.</td>
<td>Leveraging LinkedIn with Mike Kim</td>
<td>CCBR – C</td>
</tr>
<tr>
<td>Noon to 1:00 p.m.</td>
<td>Lunch</td>
<td>CCBR – A,B</td>
</tr>
<tr>
<td>1:00 to 3:00 p.m.</td>
<td>2nd Year Panel – Career Dev.</td>
<td>CCBR – C</td>
</tr>
<tr>
<td>3:00 to 4:00 p.m.</td>
<td>Elevator Pitch Overview</td>
<td>CCBR – C</td>
</tr>
<tr>
<td>5:00 p.m. &gt;&gt;</td>
<td>ASM Event: Davis Farmer’s Market</td>
<td></td>
</tr>
</tbody>
</table>

### Thursday, August 28, 2014 – Business Casual

<table>
<thead>
<tr>
<th>Time</th>
<th>Activity</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>8:00 to 9:00 a.m.</td>
<td>Continental Breakfast</td>
<td>CC- Lobby</td>
</tr>
<tr>
<td>9:00 to 10:30 a.m.</td>
<td>MU, Bookstore &amp; Aggie Card Tour</td>
<td>CCBR – B</td>
</tr>
<tr>
<td>10:30 a.m. to Noon</td>
<td>Elevator Pitches</td>
<td>CCBR – A,C</td>
</tr>
<tr>
<td>Noon to 1:00 p.m.</td>
<td>Lunch</td>
<td>CCBR – B</td>
</tr>
<tr>
<td>1:00 to 2:30 p.m.</td>
<td>Elevator Pitches</td>
<td>CCBR – B</td>
</tr>
<tr>
<td>2:30 to 3:30 p.m.</td>
<td>Dress to Impress</td>
<td>CCBR – B</td>
</tr>
<tr>
<td>3:30 to 4:45 p.m.</td>
<td>Elevator Pitches</td>
<td>CCBR – B</td>
</tr>
<tr>
<td>5:00 p.m. &gt;&gt;</td>
<td>ASM Event: Scavenger Hunt¹</td>
<td></td>
</tr>
<tr>
<td>Time</td>
<td>Event</td>
<td>Location</td>
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</tr>
<tr>
<td>8:00 to 9:00 a.m.</td>
<td>Continental Breakfast</td>
<td>CC - Lobby</td>
</tr>
<tr>
<td>9:00 to 10:30 a.m.</td>
<td>Grit: the Growth Mindset and the</td>
<td>CC - C</td>
</tr>
<tr>
<td></td>
<td>Marshmallow Test with Steve Lee</td>
<td></td>
</tr>
<tr>
<td>10:30 a.m. to 1:30 p.m.</td>
<td>The Art of Etiquette Workshop (formal lunch)</td>
<td>CC – A,B</td>
</tr>
</tbody>
</table>

There will be breaks throughout the day, as well as important announcements made at the close of each day.

*Schedule subject to change*

1 A scavenger hunt is a game in which the organizers prepare a list of specific items. The teams seek to gather all items on the list – usually without purchasing them – or perform tasks or take photographs of the items, as specified. The goal is usually to be the first to complete the list.
<table>
<thead>
<tr>
<th>Monday, September 01, 2014</th>
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<tbody>
<tr>
<td>Labor Day Holiday</td>
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<table>
<thead>
<tr>
<th>Tuesday, September 02, 2014 – Business Casual</th>
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</thead>
<tbody>
<tr>
<td>7:30 to 8:30 a.m.</td>
</tr>
<tr>
<td>8:30 to 11:30 a.m.</td>
</tr>
<tr>
<td>11:30 a.m. to 12:30 p.m.</td>
</tr>
<tr>
<td>1:00 to 1:30 p.m.</td>
</tr>
<tr>
<td>1:30 to 3:00 p.m.</td>
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<tr>
<td>3:00 to 6:00 p.m.</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Wednesday, September 03, 2014 - Casual</th>
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</thead>
<tbody>
<tr>
<td>7:00 a.m. to 5:00 p.m.</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Thursday, September 04, 2014 – Business Casual</th>
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</thead>
<tbody>
<tr>
<td>8:00 to 9:00 a.m.</td>
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<tr>
<td>9:00 to 11:00 a.m.</td>
</tr>
<tr>
<td>11:00 a.m. to 1:00 p.m.</td>
</tr>
<tr>
<td>1:00 to 5:00 p.m.</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Friday, September 05, 2014 – Professional Dress</th>
</tr>
</thead>
<tbody>
<tr>
<td>7:30 to 9:00 a.m.</td>
</tr>
<tr>
<td>9:00 a.m. to Noon</td>
</tr>
<tr>
<td>Noon to 1:00 p.m.</td>
</tr>
<tr>
<td>1:00 to 2:45 p.m.</td>
</tr>
</tbody>
</table>
**Orientation Schedule – Weeks 3 through 6**

*Dress business casual; meals are not provided, unless noted otherwise*

**Tuesday, September 9, 2014**

8:30 to 10:00 a.m. GH-1302
Language & Culture Communication Workshop
*International Students*

10:30 to 11:30 a.m. GH-1213
Wells Fargo Case Competition Release Phone Call

11:30 a.m. to 12:30 p.m. GH-1213
Stand Out Resumes - Christine Boghland, 2nd Year MBA

1:00 to 4:00 p.m. Interview Rooms
Mock Interviews, Day 1  Professional Dress Required

**Wednesday, September 10, 2014**

9:00 a.m. to Noon
Communication Series

- 9:00 to 10:30 a.m.
  Group A: Improv with Joyful Simpson  GH-2106
  Group B: Strategic Communications  GH-1302

- 10:30 a.m. to Noon
  Group A: Strategic Communications  GH-1302
  Group B: Improv with Joyful Simpson  GH-2106

1:00 to 4:00 p.m. Interview Rooms
Mock Interviews, Day 2  Professional Dress Required
Thursday, September 11, 2014

1:00 to 4:00 p.m.  Interview Rooms
Mock Interviews, Day 3  Professional Dress Required

5:00 p.m.
Wells Fargo Case Competition Due

Friday, September 12, 2014

7:30 a.m. to 9:00 a.m.  Grand Foyer
Breakfast and Make-up Photos  Professional Dress Required

9:00 a.m. to Noon  GH-1213
Wells Fargo Case Competition

Noon to 1:00 p.m.
Lunch

1:00 to 2:45 p.m.  GH-1213
Wells Fargo Case Competition

Tuesday, September 16, 2014

9:30 to 11:00 a.m.  GH-1302
Language & Culture Communication Workshop
International Students

11:30 a.m. to 1:00 p.m.  GH-1213
Women in Leadership (WIL) Speed Networking & Lunch
Tuesday, September 16, 2014 Continued

1:00 to 4:00 p.m.
Communication Series

➢ 1:00 to 2:30 p.m.
   Group A: Improv with Joyful Simpson  GH-2106
   Group B: Strategic Communications  GH-1302

➢ 2:30 p.m. to 4:00 p.m.
   Group A: Strategic Communications  GH-1302
   Group B: Improv with Joyful Simpson  GH-2106

September 17, 2014

Company Trek – Autodesk (evening event in San Francisco)

September 17- 20, 2014

National Black MBA Assoc. Conference/National Career Fair

Tuesday, September 22, 2014

10:00 a.m.
Company Trek - NetApp

Tuesday, September 23, 2014

8:30 a.m. to 1:30 p.m.
C4C Community Service – Boys & Girls Club of Sacramento

2:30 to 4:00 p.m.  GH-1213
Procter & Gamble Company Info Session
**Wednesday, September 24, 2014**

10:00 to 11:00 a.m.  
Academic & Student Services Overview  
GH-1213

11:00 a.m. to Noon  
Principled Leadership Program Overview  
GH-1213

Noon to 1:00 p.m.  
Lunch

1:00 to 2:00 p.m.  
C4C Habitat for Humanity - Karalee Brown  
GH-1213

2:15 to 3:45 p.m.  
Language & Culture Communication Workshop  
*International Students*  
GH-1302

4:45 to 6:45 p.m.  
Networking Mixer with Alumni, Faculty & Staff  
Grand Foyer

**September 25-27, 2014**

National Hispanic MBA Assoc. Conference/National Career Fair

**Monday, September 29, 2014**

10:00 to 11:30 a.m.  
Language & Culture Communication Workshop  
*International Students*  
GH-1302

10:00 a.m. to Noon  
U.S. Presidential Management Fellowship Info Session  
*Campus-wide Invitation*  
GH-1213
Monday, September 29, 2014 Continued

1:00 to 4:00 p.m.
Communication Series

- 1:00 to 2:30 p.m.
  Group A: Improv with Joyful Simpson GH-2106
  Group B: Strategic Communications GH-1302

- 2:30 to 4:00 p.m.
  Group A: Strategic Communications GH-1302
  Group B: Improv with Joyful Simpson GH-2106

4:00 to 6:00 p.m.
ASM Friends & Family Reception

Tuesday, September 30, 2014

11:00 a.m. to Noon GH-1213
Meet the Faculty

Noon to 1:00 p.m.
Lunch

1:00 to 3:00 p.m. GH-1213
Academic Case Study – Associate Dean Kim Elsbach

3:00 to 3:30 p.m. GH-1213
Orientation Wrap-up & Debrief Session
RULES OF NETWORKING

- Drop the “what is in it for me” attitude.
- Listen intently.
- Build a relationship.
- Set networking goals & challenge oneself.
- Do not tell others of the referral you require, instead “show them” with a story.
- Be specific of the type of referral.
- Reciprocate when appropriate.
- Participate in networking opportunities everywhere.
- Thank the person who gives you a referral.
- Follow up on any referrals within 24 hours.
- Address people politely and formally.
- Dress and groom to show respect.

Google: LinkedIn Article Why Successful People Don’t Want to Talk to You by Zachary Lukasiewicz
2014/15 Career Development Workshops

TIME: 3:15 -4:15pm

Monday, 10/13 Networking & Resources
(SWOT/GAP ANALYSIS DUE)

Monday, 11/10 Informational Interviews
(LIST OF 10 PEOPLE TO REACH OUT TO)

Monday, 12/8 Targeted Search Strategies
(INTERNSHIP PLAN DUE)

Tuesday, 1/13 Social Media & Brand Awareness
(LINKEDIN ACCT UPDATED)

Tuesday, 2/10 Interviewing

Tuesday, 3/10 Internship Huddles

Tuesday, 4/14 Art of Negotiation

Tuesday, 5/12 EQ = Success/
Maximizing Your Internship Experience
GSM Career Development Communication Program

Purpose: For you to hone your communication skills, build a stronger professional foundation, and enhance your readiness to achieve your next-step career goal.

Communication skills are the cornerstones of professional success. In a graduate program, you constantly practice these skills through presentations, papers, team work, and class participation. On the career side, these communication skills are focused through a slightly different lens: your ability to convey yourself to others in a clear and effective manner, and to interact with others in socially acceptable ways.

From a career perspective, the four main competencies are verbal communication, non-verbal communication, written communication, and emotional intelligence.

Verbal communication refers to the following: Spoken Grammar, Vocabulary, Fluency/Articulation, Depth of Content, Listening Comprehension (active, effective listening), and Verbal interaction.

Non-verbal Communication refers to the following: Body Language (posture, gestures, closeness, eye contact, and facial expression), Personal Presentation (appropriate dress for occasion, hairstyle, and hygiene norms), and Spoken Style (vocal pitch, vocal tone, vocal vitality, vocal variety, voice volume, speaking rate).

Written Communication refers to the following: Grammar, Vocabulary, Sentence Structure, and Business Communications (emails to recruiters, informational interview requests, social media, resumes, and cover letters).
Emotional intelligence refers to the following: Social Skill (managing relationships & building networks; ability to find common ground & build rapport), Self-Awareness (self-confidence, realistic self-assessment), Self-Regulation (trustworthiness & integrity; comfort with ambiguity & openness to change), Motivation (goal oriented, self-assertive, persistence, organizational commitment, creativity, passion), and Empathy (ability to understand the emotional makeup of other people & react accordingly; cross-cultural sensitivity).

Workshop & Webinar Offerings

- Elevator Pitch
- Self-Assessment
- Business Etiquette
- Networking Skills
- Improvisation Series
- EQ = Success
- Resume & Cover Letters
- Interviewing Techniques
- Mock Interviews
- Dress to Impress
- Strategic Communication Series
- Negotiating a Contract
- Utilizing Social Media
- Career Launch
- Language & Culture Series
- Peer Panels
- Alumni Panels
- Industry Information
- Employment/Internship Strategy
- Career Fair Strategy
- Career Strategy

In conjunction with the above four competencies, we also work with International students on the following additional language and cultural needs: Intonation, Pronunciation, Rhythm of Speech, Opportunities & Challenges in the American Employment Search, Culturally Relevant Topics of Conversation, and Basic Business/Office Culture (emails, phone calls, casual chats, open/closed doors).
**MEET THE GSM CLUBS – SEPTEMBER 2**

**Associated Students of Management (ASM)**

The ASM provides the framework for incorporating student ideas into the MBA program, networking with alumni, engaging in philanthropic activities, and coordinating extracurricular and social events.

**Big Bang! Business Plan Competition**

Big Bang! is the annual UC Davis Business Plan Competition organized by MBA students of the Graduate School of Management. The goal of the contest is to promote entrepreneurship at UC Davis and the region supported by the University.

**Entrepreneurship and Innovation Association (EIA)**

The Entrepreneurship and Innovation Association (EIA) is a club tailored towards those interested in entrepreneurship and innovation. Our aim is to provide an environment for students to develop new business ideas and bring them to fruition.

**GSM Finance Association**

The Finance Association is dedicated to extending the GSM finance curriculum beyond the classroom. By partnering with faculty, student organizations, outside experts and institutions we are fortunate to have regular roundtables on current finance topics.

**Marketing Club**

Get involved with our club’s many activities targeted at enriching your knowledge, network of contacts, and experience at UC Davis. Our goal is to increase members’ knowledge of marketing and to provide additional career exposure for the marketing concentration.
MBA Challenge for Charity

We are a student run club that organizes volunteer and fundraising events for our community partners: The Special Olympics of Northern California, the Boys and Girls Club of Greater Sacramento and Team Davis.

Net Impact

Net Impact is committed to using the power of business to create a better world. NI offers programs to help its members broaden their business education, refine their leadership skills, and pursue their professional goals, while building their network.

Sports and Entertainment Association

The Sports and Entertainment Association (SEA) enhances the value of the student experience at the UC Davis Graduate School of Management (GSM) by creating a collaborative community that facilitates academic, social, and professional growth. The SEA provides a framework for students to gain insights and access to the sports and entertainment world of business.

Women In Leadership

The mission of Women in Leadership (WiL) is to serve the Graduate School of Management and the greater Davis and Northern California communities through professional and social activities dedicated to educating and empowering women leaders in all forms of organizations, and exploring the role of women in positions of leadership.
RESOURCES

Career Development Web Resources
http://gsm.ucdavis.edu/career-development-full-time-mba-program

GSM Alumni Directory
https://alumni.gsm.ucdavis.edu/

GSM Student Website
http://gsm.ucdavis.edu/students

InternBound
https://www.internbound.com/

InterviewStream – Access Via Symplicity

Pinterest – Professional Attire
http://www.pinterest.com/ucdavisgsm/

Symplicity
https://gsm-ucdavis-csm.symplicity.com/students/

Twitter
http://twitter.com/UCDMBACareers
UC DAVIS MAP

“Gateway District”
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