Fall 2016
Communication &
Culture Boot Camp*
AUGUST 22-26, 2016

*SCHEDULE SUBJECT TO CHANGE*

*Boot Camp Definition

: a program or situation that helps people become much better at doing something in a short period of time
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<td>There will be breaks throughout the day, as well as important announcements made at the close of each day. Schedule subject to change.</td>
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**Boot Camp Schedule**

### Monday, August 22 – Business Casual

<table>
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<tr>
<th>Time</th>
<th>Activity</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>9:00 – 9:30 AM</td>
<td>Welcome &amp; Overview of Week, TED Talk: Language Fluency through Storytelling</td>
<td>Grand Foyer</td>
</tr>
<tr>
<td>9:30 – 11:00 AM</td>
<td></td>
<td>GH-1213</td>
</tr>
<tr>
<td>11:00 – 12:00 PM</td>
<td>Lunch</td>
<td>Grand Foyer</td>
</tr>
<tr>
<td>12:00 – 2:00 PM</td>
<td>Improv (Pro-CreativeArts) SISS Orientation</td>
<td>GH-1213</td>
</tr>
<tr>
<td>2:00 – 3:00 PM</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Tuesday, August 23 – Business Casual

<table>
<thead>
<tr>
<th>Time</th>
<th>Activity</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>9:00 – 11:00 AM</td>
<td>Power Ties (Don Beaudry) Lunch</td>
<td>GH-1213</td>
</tr>
<tr>
<td>11:00 – 12:00 PM</td>
<td>Group A: Oral Communication Workshops</td>
<td>GH-1213</td>
</tr>
<tr>
<td>12:00 – 1:30 PM</td>
<td></td>
<td>Grand Foyer</td>
</tr>
<tr>
<td>1:30 – 3:00 PM</td>
<td>Group B: Written Communication Workshops</td>
<td>GH-1213</td>
</tr>
</tbody>
</table>

### Wednesday, August 24 – Business Casual

<table>
<thead>
<tr>
<th>Time</th>
<th>Activity</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>9:00 – 11:00 AM</td>
<td>Nuts &amp; Bolts of Immigration (Lakshmi Challa)</td>
<td>GH-1213</td>
</tr>
<tr>
<td>11:00 – 12:00 PM</td>
<td>Alumni/Current Student Panel Lunch</td>
<td>GH-1213</td>
</tr>
<tr>
<td>12:00 – 1:00 PM</td>
<td></td>
<td>Grand Foyer</td>
</tr>
<tr>
<td>12:00 – 1:30 PM</td>
<td>Group A: Oral Communication Workshops</td>
<td>GH-1213</td>
</tr>
<tr>
<td>1:30 – 3:00 PM</td>
<td>Group B: Written Communication Workshops</td>
<td>GH-1213</td>
</tr>
</tbody>
</table>

### Thursday, August 25 – Business Casual

<table>
<thead>
<tr>
<th>Time</th>
<th>Activity</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>9:00 – 10:30 AM</td>
<td>Group A: Oral Communication Workshops</td>
<td>GH-1213</td>
</tr>
<tr>
<td>10:30 – 12:00 PM</td>
<td>Group B: Written Communication Workshops</td>
<td>GH-1213</td>
</tr>
<tr>
<td>12:00 – 1:00 PM</td>
<td>Lunch</td>
<td>Grand Foyer</td>
</tr>
</tbody>
</table>
1:00 – 3:00 PM Strategic Oral & Written Communication

Friday, August 26 – Professional Dress

9:00 – 12:00 PM Presentations
12:00 - 1:00 PM Lunch
1:00 - 3:00 PM Mock Career Fair/Meet the Firms

GH-1302
GH-1213
GH-1213
Grand Foyer

Boot Camp Facilitators

Elizabeth Moon joined the Graduate School of Management’s Career Development team in January 2014, bringing a focus on career counseling and an expertise in working with international students. She provides all students with career assistance in the areas of resumes, cover letters, interviewing, job/internship search strategies, negotiations, networking and business etiquette. In addition, she has developed workshops that focus on English communication, cultural skills, and immigration opportunities and challenges for International students who wish to bridge into an American business culture/environment.

Matthew Vendryes is interested in international culture and the increased interaction between people worldwide and the type of future this builds. He is also interested in representing humans and our values as we grow closer to coexistence with technology. Empowering through practical skills training, especially English-based communication, adult schools, literacy, story-based learning and making impactful films.
**Boot Camp Speakers**

**Dan Beaudry** is the Author of *Power Ties: The International Student’s Guide to Finding a Job in the United States*. He was most recently the Campus Recruiting Manager for Monster.com. Prior to joining Monster, Dan was the Associate Director of Corporate Recruiting for the Boston University School of Management where he developed the school’s “International Student Employment Series”. He holds a BA from Vanderbilt University, an MA in International Relations from Boston University, and language certifications from La Sorbonne in Paris.

**Lakshmi Challa** is the founding attorney of Challa Law Offices with over twenty years of experience exclusively practicing immigration law. Her vision for the firm was to elevate the practice of immigration law beyond just processing papers.

**Ariela Morgenstern** is an educator, business coach, actor, & certified executive coach with the Berkeley Executive Coaching Institute at the Haas School of Business, and has a private coaching practice in San Francisco. Ariela holds a BA in Music & Theatre from UC Santa Cruz, and is passionate about using vocal technique and the tools of the actor as a bridge to the business world to enable anyone to be more authentically present and vibrant. She is excited to be facilitating on behalf of Pro-CreativeArts.
INTERNATIONAL STUDENT/ALUMNI PANEL

Harneet Singh
Business Analytics | Lam
Research San Francisco Bay Area | Information Technology Services

Yingya (Sissi) Wang, CFA
Tax Consultant | Deloitte
San Francisco Bay Area | Accounting

Nikesh Pahuja
Full-time MBA Candidate | C/O 2017

Chloe (Yu) Guo
Business Analyst | Driscoll's
Full-time MBA Candidate | C/O 2017

Ana Pinaya
Full-time MBA Candidate | C/O 2017
GSM CAREER DEVELOPMENT
COMMUNICATION PROGRAM

Specific Skills Employers Seek in New Hires
(Ranked by expected proficiency level for mid-level placement*):

**Communication**
1. Oral communication
2. Listening skills
3. Written communication
4. Presentation skills

**Teamwork**
1. Adaptability
2. Ability to value opinions of others
3. Cross-cultural sensitivity
4. Ability to follow a leader
5. Delegation skills

**Technical**
1. Quantitative analysis
2. Qualitative analysis
3. Core business knowledge
4. Technology
5. Specific language skills

**Leadership**
1. Integrity
2. Drive
3. Innovation and creativity
4. Ability to inspire others
5. Strategic vision

**Managerial**
1. Manage decision-making process
2. Manage task environment
3. Manage strategy & innovation
4. Manage human capital
5. Manage administrative activities
**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)*.
GSM Career Development
Communication Program

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).
**Language Proficiency Evaluation**
Adapted from Dr. Martha Marrag (Interagency Language Roundtable), SL Organization, and TESOL Panel.

<table>
<thead>
<tr>
<th>Accent</th>
<th>Grammar</th>
<th>Vocabulary</th>
<th>Fluency</th>
<th>Comprehension</th>
<th>Interpersonal Skills: Rapport/Non-Verbal</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pronunciation frequently unintelligible</td>
<td>Grammar almost entirely inaccurate, except in stock phrases</td>
<td>Vocabulary limited to basic personal and survival areas (time, food, transportation, family)</td>
<td>Speech is so halting and fragmentary that conversation is virtually impossible</td>
<td>Understands too little for the simplest type of conversation</td>
<td>Looks appropriate register, tone, and non-verbal cues for situation</td>
</tr>
<tr>
<td>Frequent large errors and a very heavy accent make understanding difficult, requires frequent repetition</td>
<td>Constant errors showing control of few major patterns and frequently preventing communication</td>
<td>Vocabulary limited to basic personal and survival areas (time, food, transportation, family)</td>
<td>Speech is very slow and uneven except for short or routine sentences</td>
<td>Understands only slow, very simple speech on common social and tourist topics; requires constant repetition and rephrasing</td>
<td>Has some appropriate levels of register, tone, and non-verbal cues</td>
</tr>
<tr>
<td>Accent requires concentrated listening and mispronunciations lead to occasional misunderstanding and apparent errors in grammar or vocabulary</td>
<td>Frequent errors showing some major patterns; uncontrolled and causing occasional irritation and misunderstanding</td>
<td>Choice of words sometimes inaccurate; limitation of vocabulary prevents discussion of common professional and social topics</td>
<td>Speech is hesitant and jerky, sentences may be left uncompleted</td>
<td>Understands wordful, somewhat simplified speech when engaged in a dialogue, but may require considerable repetition and rephrasing</td>
<td>Begins but does not maintain appropriate levels of register, tone, and non-verbal cues</td>
</tr>
<tr>
<td>Marked accent and occasional mispronunciations which do not interfere with understanding</td>
<td>Occasional errors showing imperfect control of some patterns, but no weaknesses that cause misunderstanding</td>
<td>Professional vocabulary adequate to discuss special interests, general vocabulary permits discussion of any non-technical subject with some circumlocutions</td>
<td>Speech is occasionally hesitant, with some unevenness caused by rephrasing and grasping for words</td>
<td>Understands quite well normal educated speech when engaged in a dialogue, but requires occasional repetition or rephrasing</td>
<td>Generally engages with appropriate levels of register, tone, and non-verbal cues</td>
</tr>
<tr>
<td>No conspicuous mispronunciations, but would not be taken for a native speaker</td>
<td>Few errors, with no pattern of failure</td>
<td>Professional, broad, and precise vocabulary; adequate to cope with complex practical problems and varied social situations</td>
<td>Speech is effortless and natural in speed and smoothness</td>
<td>Understands everything in normal educated conversation except for very colloquial or low-frequency items, or exceptionally rapid or slurred speech</td>
<td>Engages in a positive way using correct register, tone, and non-verbal cues</td>
</tr>
<tr>
<td>Native pronunciation with no trace of accent</td>
<td>No more than two errors during the interview</td>
<td>Vocabulary apparently as accurate and extensive as an educated, native speaker</td>
<td>Speech on all professional and general topics as effortless and natural as a native speaker</td>
<td>Understands everything in both formal and colloquial speech excepted of an educated native speaker</td>
<td>Highly engaging with the ability to maintain proper levels of register, tone, and non-verbal cues</td>
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*This rubric is geared towards GSM students who speak English as a Second or Other Language.*
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Located in the Gateway District in the new entry to the UC Davis campus, Gallagher Hall was the first business school building in California to earn LEED-Platinum certification for its ecofriendly construction. It features a striking glass-and-tile façade, state-of-the-art technology, and open spaces inspiring innovative thinking and teamwork.

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