Fall 2016

MPAc

Orientation
Welcome to the Graduate School of Management’s MPAc Orientation 2016.

Our goal is to prepare you academically, professionally and socially to have an exceptional student experience.

We view Orientation holistically. In addition to your professional development, programming focuses on the key themes of academics, leadership, team building and health.

**Key Themes and Sessions**

**Academics**
- Business and Academic Ethics
- Academics (Nut & Bolts, Registration, Excel, Core Faculty Introduction)

**Team Building**
- GSM Ethics Pledge
- Berkeley Interactive Theater: Providing Experiential Engagement with Diversity
- The Party

**Leadership**
- Leadership Fellows Program
- Giving & Receiving Feedback
- Effective Negotiation

**Finding Healthy Balance**
- Health & Wellness
- ASM & Club Events
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ROOM LEGEND:

GH  Gallagher Hall
UCDCC  UC Davis Conference Center
AGR  The Alpha Gamma Rho Room,
      UC Davis Walter Buehler Alumni Center
DDPS  The Della Davidson Performance Studio, Nelson Hall
GH-1213  Ali Abbaszadeh Classroom, Gallagher Hall
## Orientation Schedule – Week 1

### Monday, August 29, 2016—Business Casual

<table>
<thead>
<tr>
<th>Time</th>
<th>Activity</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>8:00 - 8:30 a.m.</td>
<td>Continental Breakfast</td>
<td>GH-Lobby</td>
</tr>
<tr>
<td>8:30 - 10:00 a.m.</td>
<td>Get to know Your GSM Community, Gallagher Hall Tours</td>
<td>GH-Lobby</td>
</tr>
<tr>
<td>10:00 a.m. – noon</td>
<td>Student Affairs Welcome, GSM Nuts &amp; Bolts</td>
<td>UCDCC</td>
</tr>
<tr>
<td>noon - 1:30 p.m.</td>
<td>Welcome Lunch with Dean H. Rao Unnava</td>
<td>UCDCC</td>
</tr>
<tr>
<td>1:30 - 4:30 p.m</td>
<td>WiFi Setup, Locker Distribution, Aggie Card &amp; Campus Walk</td>
<td>GH-Lobby</td>
</tr>
</tbody>
</table>

### Tuesday, August 30, 2016—Business Casual

<table>
<thead>
<tr>
<th>Time</th>
<th>Activity</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>8:00 - 8:30 a.m.</td>
<td>Continental Breakfast</td>
<td>GH-Lobby</td>
</tr>
<tr>
<td>8:30 - 9:30 a.m.</td>
<td>Career Development Overview</td>
<td>UCDCC</td>
</tr>
<tr>
<td>9:30 a.m. - noon</td>
<td>Personal Journey &amp; Elevator Pitch</td>
<td>UCDCC</td>
</tr>
<tr>
<td>noon - 1:00 p.m.</td>
<td>Lunch</td>
<td>GH-Lobby</td>
</tr>
<tr>
<td>1:00 - 3:00 p.m.</td>
<td>Rockin’ Your Resume</td>
<td>UCDCC</td>
</tr>
<tr>
<td>3:00 - 5:00 p.m.</td>
<td>Health &amp; Wellness</td>
<td>UCDCC</td>
</tr>
</tbody>
</table>

### Wednesday, August 31, 2016—Business Casual

<table>
<thead>
<tr>
<th>Time</th>
<th>Activity</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>7:30 - 8:00 a.m.</td>
<td>Continental Breakfast</td>
<td>GH-Lobby</td>
</tr>
<tr>
<td>8:30 - 11:30 a.m.</td>
<td>Joyful Simpson - Improvisation</td>
<td>DDPS</td>
</tr>
<tr>
<td>11:45 - 1:15 p.m.</td>
<td>Lunch - Deloitte</td>
<td>UCDCC</td>
</tr>
<tr>
<td>1:30 - 2:30 p.m.</td>
<td>MPAc Welcome</td>
<td>GH-1213</td>
</tr>
<tr>
<td>2:30 – 4:30 p.m.</td>
<td>Building Your Leadership Development Plan</td>
<td>GH-1213</td>
</tr>
</tbody>
</table>
### Thursday, September 1, 2016—Business Casual

<table>
<thead>
<tr>
<th>Time</th>
<th>Event Description</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>7:30 - 8:00 a.m.</td>
<td>Continental Breakfast</td>
<td>GH-Lobby</td>
</tr>
<tr>
<td>8:00 - 9:00 a.m.</td>
<td>Dress for Success</td>
<td>UCDCC</td>
</tr>
<tr>
<td></td>
<td>Berkeley Interactive Theatre:</td>
<td></td>
</tr>
<tr>
<td>9:00 - 11:00 a.m.</td>
<td>Providing Experiential Engagement with Diversity</td>
<td>UCDCC</td>
</tr>
<tr>
<td>11:00 a.m.-1:00 p.m.</td>
<td>Lunch/Personal Time</td>
<td>UCDCC</td>
</tr>
<tr>
<td>1:00 - 2:00 p.m.</td>
<td>Graduate Financial Aid Overview</td>
<td>UCDCC</td>
</tr>
<tr>
<td>3:00 - 5:00 p.m.</td>
<td>Steve Lee - GRIT: Fixed vs. Growth MindSet</td>
<td>UCDCC</td>
</tr>
</tbody>
</table>

### Friday, September 2, 2016—Professional

<table>
<thead>
<tr>
<th>Time</th>
<th>Event Description</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>8:30 - 9:00 a.m.</td>
<td>Continental Breakfast</td>
<td>GH-Lobby</td>
</tr>
<tr>
<td></td>
<td>Professional Etiquette &amp; Professional Photos</td>
<td>UCDCC</td>
</tr>
<tr>
<td>9:00 - 11:00 a.m.</td>
<td>Speed Networking</td>
<td>GH-Various</td>
</tr>
<tr>
<td>11:00 a.m. - 12:30 p.m.</td>
<td>Dining Etiquette &amp; Lunch Farm to Fork Friday</td>
<td>UCDCC</td>
</tr>
<tr>
<td></td>
<td>Associated Students of Management</td>
<td></td>
</tr>
<tr>
<td>2:00 - 5:00 p.m.</td>
<td>Social Event – Optional, Yet Encouraged</td>
<td>GH-Lobby</td>
</tr>
</tbody>
</table>
**Orientation Schedule – Week 2**

**Monday, September 5, 2016**

Labor Day – No Programming

**Tuesday, September 6, 2016—Business Casual**

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>10:00 - 12:00 a.m.</td>
<td>Surviving the Recruiting Cycle</td>
<td>AGR</td>
</tr>
<tr>
<td>noon – 1:00 p.m.</td>
<td>Lunch – RSM</td>
<td>AGR</td>
</tr>
<tr>
<td>1:00 - 3:00 p.m.</td>
<td>Inger Maher - The Party</td>
<td>AGR</td>
</tr>
<tr>
<td>4:00 - 5:00 p.m.</td>
<td>Steve Newberry – Business &amp; Ethics: A Personal Story</td>
<td>AGR</td>
</tr>
<tr>
<td>5:00 - 6:00 p.m.</td>
<td>Reception</td>
<td>AGR</td>
</tr>
</tbody>
</table>

**Wednesday, September 7, 2016—Business Casual**

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>7:30 - 8:00 a.m.</td>
<td>Continental Breakfast</td>
<td>GH-Lobby</td>
</tr>
<tr>
<td>8:00 - 10:00 a.m.</td>
<td>Patrick Harbison – Personal Branding</td>
<td>UCDCC</td>
</tr>
<tr>
<td>10:00 a.m. - noon</td>
<td>Joyful Simpson - Improvisation</td>
<td>UCDCC</td>
</tr>
<tr>
<td>noon - 1:00 p.m.</td>
<td>Lunch – PG&amp;E</td>
<td>GH-Lobby</td>
</tr>
<tr>
<td>1:00 - 3:00 p.m.</td>
<td>Professor Jim Olson – Effective Negotiations</td>
<td>UCDCC</td>
</tr>
<tr>
<td>3:00 - 5:00 p.m.</td>
<td>MPAc Programming</td>
<td>TBD</td>
</tr>
<tr>
<td>Time</td>
<td>Event</td>
<td>Location</td>
</tr>
<tr>
<td>--------------</td>
<td>--------------------------------------------------------------</td>
<td>----------------</td>
</tr>
<tr>
<td>7:30 - 8:00 a.m.</td>
<td>Continental Breakfast</td>
<td>GH-Lobby</td>
</tr>
<tr>
<td>8:00 - 10:00 a.m.</td>
<td>GTS Overview &amp; Registration</td>
<td>UCDCC</td>
</tr>
<tr>
<td>10:00 - 11:00 a.m.</td>
<td>Leveraging LinkedIn</td>
<td>UCDCC</td>
</tr>
<tr>
<td>11:00 a.m. - noon</td>
<td>MPAc Alumni Student Panel</td>
<td>UCDCC</td>
</tr>
<tr>
<td>noon - 1:00 p.m.</td>
<td>Lunch</td>
<td>GH-Lobby</td>
</tr>
<tr>
<td>6:00 - 9:00 p.m.</td>
<td>BPM Student Night <em>RSVP Required</em></td>
<td>San Francisco</td>
</tr>
</tbody>
</table>

**Friday, September 9, 2016—Professional**

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>8:00 a.m. - noon</td>
<td>Making Davis Your Home – Taking Care of Personal Business</td>
<td>TBD</td>
</tr>
<tr>
<td>1:00 - 4:00 p.m.</td>
<td>Net Impact Hosted Social Event – Optional, Yet Encouraged</td>
<td>GH-Lobby</td>
</tr>
</tbody>
</table>
**Orientation Schedule – Week 3**

**Monday, September 12, 2016—Business Casual**

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>9:00 - noon</td>
<td>Mock Interviews</td>
<td>GH</td>
</tr>
<tr>
<td>1:30 - 3:30 p.m.</td>
<td>C4C Volunteer Outing</td>
<td>Sacramento</td>
</tr>
</tbody>
</table>

**Tuesday, September 13, 2016—Business Casual**

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>9:00 - noon</td>
<td>Mock Interviews</td>
<td>GTS sign up required</td>
</tr>
<tr>
<td>9:00 – 5:00 p.m.</td>
<td>Career Launch Appointments GTS sign up required</td>
<td>GH</td>
</tr>
</tbody>
</table>

**Wednesday, September 14, 2016—Business Casual**

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>10:15 a.m. - 5:00 p.m.</td>
<td>Job Trek - PwC</td>
<td>San Francisco</td>
</tr>
</tbody>
</table>

**Thursday, September 15, 2016—Casual**

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>8:00 - 9:00 a.m.</td>
<td>Continental Breakfast</td>
<td>GH-Lobby</td>
</tr>
<tr>
<td>9:00 - 10:30 a.m.</td>
<td>PwC - Interviewing 101</td>
<td>GH-1213</td>
</tr>
<tr>
<td>10:30 – noon</td>
<td>Standish Management – Beyond Public Accounting</td>
<td>GH-1213</td>
</tr>
<tr>
<td>noon – 1:30 p.m.</td>
<td>Becker – CPA Review and Lunch</td>
<td>GH-1213</td>
</tr>
<tr>
<td>1:30 – 3:00 p.m.</td>
<td>Networking at Meet the Firms</td>
<td>GH 1213</td>
</tr>
<tr>
<td>3:00 – 7:00 p.m.</td>
<td>RSM Office Visit <em>RSVP Required</em></td>
<td>San Francisco</td>
</tr>
<tr>
<td>Time</td>
<td>Event</td>
<td>Location</td>
</tr>
<tr>
<td>--------------</td>
<td>------------------------------------------------------------------------</td>
<td>-----------</td>
</tr>
<tr>
<td>8:00 a.m. – noon</td>
<td>Meet the Firms Preparation Day – Firm Research</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Entrepreneurship &amp; Innovation Association Hosted Social Event – Optional, Yet Encouraged</td>
<td>GH-Lobby</td>
</tr>
</tbody>
</table>
# Orientation Schedule – Week 4

**Monday, September 19, 2016—Business Casual**

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>8:00 - 8:30 a.m.</td>
<td>Continental Breakfast</td>
<td>GH-Lobby</td>
</tr>
<tr>
<td>8:30 - 11:30 a.m.</td>
<td>Professor Doy Chamsupharinder - Storytelling for Leadership</td>
<td>AGR</td>
</tr>
<tr>
<td>11:30 a.m.-1:00 p.m.</td>
<td>ASM Club Luncheon</td>
<td>AGR</td>
</tr>
<tr>
<td>1:00 - 2:30 p.m.</td>
<td>Meet the MPAc Faculty</td>
<td>AGR</td>
</tr>
<tr>
<td>2:30 - 4:00 p.m.</td>
<td>K Coe Isom</td>
<td>GH-1213</td>
</tr>
<tr>
<td>4:00 - 6:00 p.m.</td>
<td>Closing Reception</td>
<td>GH-Lobby</td>
</tr>
<tr>
<td>6:00 – 8:00 p.m.</td>
<td>Associated Students of Management BBQ</td>
<td>GH-Lobby</td>
</tr>
</tbody>
</table>

Schedule is subject to change.

There will be breaks throughout the day that are not listed on the schedule.
2016-17 Employer Engagement
UC Davis Campus Career Fairs

Fall Internship & Career Fair
Wednesday, October 19
10 a.m. – 2 p.m.

Community Service & Non-Profit Fair
Tuesday, October 25
1:00 – 4:00 pm

Engineering Internship & Career Fair
Wednesday, January 25
10 a.m. – 2 p.m.

Winter Internship & Career Fair
Wednesday, March 1
10 a.m. – 2 p.m.

Spring Internship & Career Fair
Wednesday, April 12
10 a.m. – 2 p.m.

All campus career fairs held at the
ARC Pavilion or ARC Ballroom
Website: http://icc.ucdavis.edu/
PROGRAM PRESENTERS

Doy Charnsupharindr
Berkeley Executive Coaching Institute, CEO
www.linkedin.com/in/doy-charnsupharindr-8225694

Brian Cooper, CPA
Manager, RSM
Surviving the Recruiting Cycle

Steve Lee
STEM Disciplines at UC Davis, Graduate
Diversity Officer for the STEM Disciplines
www.linkedin.com/in/steve-lee-8579a15

Jim Olson
UC Davis College of Engineering, Business Specialist
www.linkedin.com/in/jim-olson-3b19793

Elizabeth Sabia
Campus Recruiting Manager, PwC
Interviewing 101
Joyful Simpson
Pro-Creative Arts, CEO & Founder
www.pro-creativearts.com

Jenae Klink, Becker
Account Manager, Becker Professional Education
CPA Review

Thank you to our outstanding MPAc Alumni Panel for participating in this year’s orientation:

Ryan De Vera, MPAc 16 | BDO
Theodore Reiterman, MPAc 16 | Deloitte
Veronica Bretzer, MPAc 15 | PwC
Hanson Chan, MPAc 13 | Walmart
Jeet Shah, MPAc 14 | Gallina
Brigid Drury, MPAc 15 | California State Auditor
Christine Hurd, MPAc 16 | Apercen
Andrea Vilas, MPAc 16 | KPMG
Kathleen Foster, MPAc 16 | MGO
Harpreet Bedwal, MPAc 16 | BDO
Megan Fracolli, MPAc 15 | K Coe + Isom
Terence Woody, MPAc 16 | KPMG
Jared Slesnick, MPAc 15 | BDO
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).
Elevator Pitch: Conversation Starter

It’s the communication tool that summarizes you, your strengths and your unique memorable qualities.

It consists of:

- Who you are | Name | Where you are from
- Your educational background
- Your professional background
- Your job objective
- Relevant accomplishments/unique qualities

You will use it:

- Building rapport with everyone you meet
- Cover letters
- Informational Interviews
- Phone calls/Networking
- Hiring Interviews

Keep in Mind:

- Your audience & what they are interested in
- Who your likely competitors are
- What you offer that the competition does not

Additional Pointers:

- Be relevant and at the proper level
- Tailor it to fit the situation (e.g. phone v. face to face)
- Keep it conversational, not “laundry list”
- PRACTICE! Show ENTHUSIASM!
- Evaluate the “areas of opportunity” in your background
- Review your values and how they relate to the company/job
- Know your strengths/weaknesses
**Student Government & Clubs**

Associated Students of Management (ASM)

Robin Greenspan, President | rgreenspan@ucdavis.edu
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.

Entrepreneurship and Innovation Association (EIA)

Mike Mayall, President | mjmayall@ucdavis.edu
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.

Food & Wine Leadership Association

Albert Vontz, President | awvontz@ucdavis.edu
The Food & Wine Leadership Association seeks to enhance student academic, social and professional growth within all aspects of the food, agriculture and wine industries by facilitating networking opportunities, providing resources, coaching and connecting with industry professionals.
Graduate Accounting Club

Ryan De Vera, President | radevera@ucdavis.edu
The Graduate Accounting Club (GAC) enhances the value of the student experience by creating a collaborative community that facilitates academic, ethical, social, and professional growth. The GAC provides a framework for incorporating student ideas into the GSM, networking with alumni, engaging in philanthropic activities, and coordinating extracurricular events.

GSM Finance Association

Peter Calvin, President | pcalvin@ucdavis.edu
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 Association

Matt Adair, President | mgadair@ucdavis.edu
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 4 Charity

Justin Chen, President | wjch@ucdavis.edu
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, the SPCA and Habitat for Humanity.

Net Impact

Rob Bohn, President | rwbohn@ucdavis.edu
Net Impact is an MBA student club of dedicated student leaders working to create environmental and social change on our campus, in our community and on our planet. We are excited to be the largest, most active student club at the Graduate School of Management.

Women in Leadership

Betty Yao, President | pyyao@ucdavis.edu
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

Alumni Directory
  • alumni.gsm.ucdavis.edu

Canvas
  • canvas.ucdavis.edu

Career Development Resources
  • gsm.ucdavis.edu/career-development
  • Clubs and Activities
    gsm.ucdavis.edu/clubs

Current Student Resources and Program Information
  • gsm.ucdavis.edu/mpac-0

GTS (Global Talent System)
  • gsm.ucdavis.edu/gts

GSM Student Directory
  • webapps.gsm.ucdavis.edu/StudentDirectory/home

InterviewStream
  • gsm-ucdavis.interviewstream.com

UC Davis Graduate School of Management LinkedIn Group
  • www.linkedin.com/groups/2282

MyBill
  • mybill.ucdavis.edu

Online Business Research Guides at UC Davis Shields Library
  • www.lexisnexis.com/hottopics/Inacademic
  • guides.lib.ucdavis.edu/business-marketing-and-management

Pinterest – Professional Attire
  • www.pinterest.com/ucdavisgsm
Registration and Processing System (RaPS)
  • webapps.gsm.ucdavis.edu/Raps/courseScheduling

Room Reservation System (EMS)
  • ems.gsm.ucdavis.edu/virtualems

Twitter
  • twitter.com/UCDMBACareers
  • twitter.com/ucdavismba

#ucdavismba
Staff

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Crissy Lyles  
MPAc Program Manager  
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Inger Maher  
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Jason Masino  
Operations Manager  
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jnmasino@ucdavis.edu

Angel McCormack  
Career Counselor  
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Elizabeth Moon  
Associate Director  
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Jacqueline Romo  
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